A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 17, 1969

52nd International Executives Association conference

International Trade Winds

Company News

AGRICULTURAL PRODUCTS—Diamond Shamrock Corp., Cleveland, has formed a 50-50 joint venture with Showa Denko K. K., Tokyo, Japan, to produce Diamond's Daconil 2787 brand agricultural fungicide in Japan. The new company, to be known as Showa Diamond Chemical K. K., plans to build a four million pound-per-year plant in Yokohama to produce the fungicide, which has been tested and approved for use on crops in Japan.

AIRCRAFT—Japan Air Lines, Tokyo, Japan, has signed a one-year contract to lease two Boeing 727 model aircraft from World Airways, Oakland, California-based charter airline. JAL will accept delivery of the jets on Mar. 20, and will utilize them on routes within Japan. One of the planes is convertible for use as an air freighter, and will be used by JAL for passenger service during daytime travel hours, and freight service at night. The plane will be JAL's first jet freighter to operate within Japan. JAL's Boeing fleet will number 16 after the two new jets join its fleet.

ALUMINUM PROCESSING—A new plant to extrude, process, and fabricate aluminum architectural and structural products has been opened at Runcorn, Cheshire, England, by Mackamax Aluminium, Ltd., a jointly-owned venture of American Metal Climax, Inc. (AMAX), New York, and McKechnie Brothers, Ltd., Walsall, England. The new plant was built at a cost of $2.5 million, and has a production area of about 100,000 square feet.

SATELLITE SYSTEMS—The Garland, Texas Division of LTV Electrosystems, a subsidiary of Ling-Temco-Vought, recently installed in Panama the first satellite communications antenna system designed and completed outside the United States. Another overseas antenna system is in the process of completion in Brazil and others are being shipped for erection in Peru, Iran and Lebanon. Page Communications Engineers of Washington, D.C. handled the Panama installation and has contracted to supervise the Lebanon and Iran operations. Hughes Communications International is handling the Brazilian project.

Newsletter

The Flying Scotsman will finally be on the right track when it comes to the U.S. next September to show British goods from Boston through New York, Atlanta and other cities to Dallas and Houston. The crack British locomotive, switching from its customary rails on the left, will pull four cars converted into mobile exhibition halls. Among the products on display: custom-made suits of armor. The U.S. started this mode of trade show with its Compact Computer Train, sent out of the London U.S. Trade Center to British cities in 1968.

Eight AmChams—U.S. Chambers of Commerce abroad—have linked up in the Far East to form the regional Asian-Pacific Council of AmChams. Such regional units are already in operation in Europe and Latin America. Bringing together members in Japan, Korea, Thailand, Australia, Okinawa, Taiwan, the Philippines and Vietnam, the council will sponsor regional studies, serve as a catalyst in creating new AmChams in the area, and design programs to assist U.S. business there.

The Latin HQ ball keeps rolling in Coral Gables. Three more well-known U.S. firms have picked the South Florida city in recent weeks to focus their aim at Latin American markets: Johns-Manville, Pfizer and Bemis. Already on the Coral Gables scene with regional headquarters are Alcoa International, Atlas Chemical, Chicago Bridge & Iron, Coca-Cola Inter-American, Corning Glass International, Dow Chemical, Esso Chemical Inter-America and Esso Inter-America, International Harvester and Latin American Gulf Oil.

Marubun wants to return—and no wonder. The Tokyo rep of 25 U.S. electronics manufacturers held its first solo exhibition last month between the regularly-scheduled shows at the Tokyo U.S. Trade Center and drew nearly 1,000 trade visitors in three days. Sales in the next year from these contacts will be in the $500,000-$1,000,000 range, Marubun believes, commenting "An unqualified success—our intentions are to continue this type of product promotion."

In Kenya, an adviser to set up food processing plants. In Honduras, an investment promotion specialist. In Ghana, a management consultant to increase productivity in 29 factories. Term: one month to a year. For details, see our story "UN Taps Technicians" in the Feb. 17 issue. It's part of an effort to get American know-how into UN spadework projects.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

The International Executives Association, which is holding its 52nd annual convention in New York this week, brings together international business executives in the fields of manufacturing, export management, finance, transportation, publishing, engineering, advertising and public relations. A story about the meeting is on page 5. Another major trade convention, the 32nd Chicago Mid-America World Trade Conference, is reported in detail on pages 6-8.

March 17, 1968

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Exports, imports expand with all areas of world

Developed countries increased their share of our trade—particularly imports—in 1968

The strong expansion in U.S. exports and imports in 1968 spread to all major world areas. The developed countries continued to increase their share of our trade, though sizable increases were also recorded in trade with the economically less-advanced nations. The proportion of imports supplied by the former group of countries rose every year in this decade.

The major part of the 10% gain in exports, to $34.1 billion, represented greater shipments to Canada, Western Europe, and the American Republics. Imports advanced by one-fourth to $33.3 billion, with all areas sharing in the expansion. Most of the $3.3 billion decline in our merchandise export surplus, to a nine-year low of $835 million, reflected a sharp deterioration in our trade position with Canada, the European Economic Community—mostly Germany—and Japan.

Exports advanced at a relatively even pace in both halves of the year. A strong upturn in January-June from the sluggish movement in the preceding six months was sparked by expanded shipments to both the developed and developing areas, the latter stimulated by greater deliveries under government agricultural programs. The buoyancy in the final half stemmed mainly from a sharp acceleration in sales to Western Europe and another vigorous rise in deliveries to Canada. Shipments to the developing areas moved up at a much slower pace than in the first half as a result of a more modest rise in exports to Latin America and a reduced flow of goods to East and South Asia and developing Africa.

All major world areas benefited from the exceptional rise in U.S. imports in 1968. Of the $6.4 billion increase, however, $5.1 billion stemmed from a steep 27% climb in purchases from our developed suppliers. Entries from Canada and Western Europe jumped by around one-fourth, while deliveries from Japan soared by one-third. Arrivals from developing Africa, the Near East, and East and South Asia were also up about one quarter, but smaller increases from the American Republics limited the upturn in imports from the developing countries as a group to 16%.

The large expansion in imports was unevenly distributed during the year. Following a sizable upturn in the final half of 1967, purchases accelerated sharply in January-June, mainly in entries of consumer goods and of industrial supplies—stimulated by strike-related purchases of copper, steel, and aluminum. Imports from both the developed and the developing countries scored exceptionally rapid increases in this period. The sharp deceleration in the pace of arrivals during the final half had its major impact on the economically less-advanced nations.

Canadian trade quickens

With a 13% advance over the preceding year, U.S. exports to Canada rose to $8.1 billion in 1968. While most of the growth resulted from increased shipments of duty-free automotive products and aircraft, rising levels of economic activity in that country stimulated a modest rise in certain other exports as well. Machinery exports—which account for more than one-fourth of our sales to Canada—failed to expand for the first time since 1961. This development probably resulted from a downturn in business investment in that country in 1967.

The inflow of goods from Canada expanded by 26%, boosting imports to $9 billion. The bulk of the nearly $2 billion expansion was sparked by heavy arrivals of industrial materials, reflecting the exuberant pace of industrial production here and strike-hedge buying of certain metals. There was also another steep climb in entries of automotive products, though the advance was less rapid than in 1967. Adding further to the sharp advance were trade-ins of commercial jetcraft on later models and electrical apparatus, especially telecommunications equipment.

With imports expanding twice as fast as exports, our trade balance with Canada moved into a deficit position for the first time in nearly 80 years. From a $32 million surplus in 1967, the balance deteriorated into a deficit of $933 million.

Rising industrial production and larger capital outlays in major countries spurred on sales to Western Europe by 9% to $11.1 million, the fastest gain in four years. The expansion was particularly strong in the final half when economic growth there accelerated and the first two of the five Kennedy Round tariff cuts were implemented by the EEC, United Kingdom, Scandinavian countries, and Spain.

More than half of the advance in exports to Western Europe reflected greater deliveries of aircraft and chemicals. Larger sales of nonelectrical machinery, paper products, and copper—following a strike-induced decline in 1967—added to the expansion. Shipments of farm products, however, dropped for the second consecutive year due, in large measure, to increased grain supplies in Europe. Lower prices for a number of major products also had a depressing effect on our farm exports to that area.

Among Common Market countries, U.S. sales to Italy and the Benelux countries were the most expansive. Those to West Germany held at their 1967 level as increased commercial sales were offset by a sizable decline in deliveries of military goods. Exports to the United Kingdom expanded by 14%, but most of the $289 million rise consisted of military equipment and silver. The advance in other exports to Britain was modest. Farm shipments dropped in value, and only small gains were achieved in capital equipment sales because of a slowdown in business investment.

Imports from Western Europe increased five times faster than in 1967

The accompanying article on U.S. foreign trade in 1968, by area, was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce. An analysis by commodity was presented in the Feb. 24 issue.

U.S. foreign trade figures in this article differ slightly from those in earlier reports, due to revisions made recently by the Bureau of the Census to include shipments and receipts of silver.

with a 26% surge to $10.1 billion. Purchases from the European Community posted an exceptional one-third increase, while arrivals from the EFTA countries showed a 19% growth, sparked mainly by a vigorous upturn in receipts from the United Kingdom. Larger deliveries to the United States of automobiles, metals, machinery, footwear, and chemicals added most to the rapid expansion. Vehicles produced by subsidiaries of U.S. firms accounted for about one-eighth of new car imports from Western Europe.

The faster import pace caused another contraction in our trade surplus with Western Europe. Exports surpassed imports by only $1 billion in 1968 compared to $2 billion in the preceding year.

Deficit with Japan widens

Sales to Japan slowed from a 14% advance in 1967 to a 9% gain last year. The deceleration reflected a softening in import demand there as the government imposed deflationary measures to moderate the excessively rapid rate of economic growth which had caused balance-of-payments problems. The expansion in our sales was concentrated mainly in larger deliveries of machinery, logs, coal, soybeans, and aircraft.

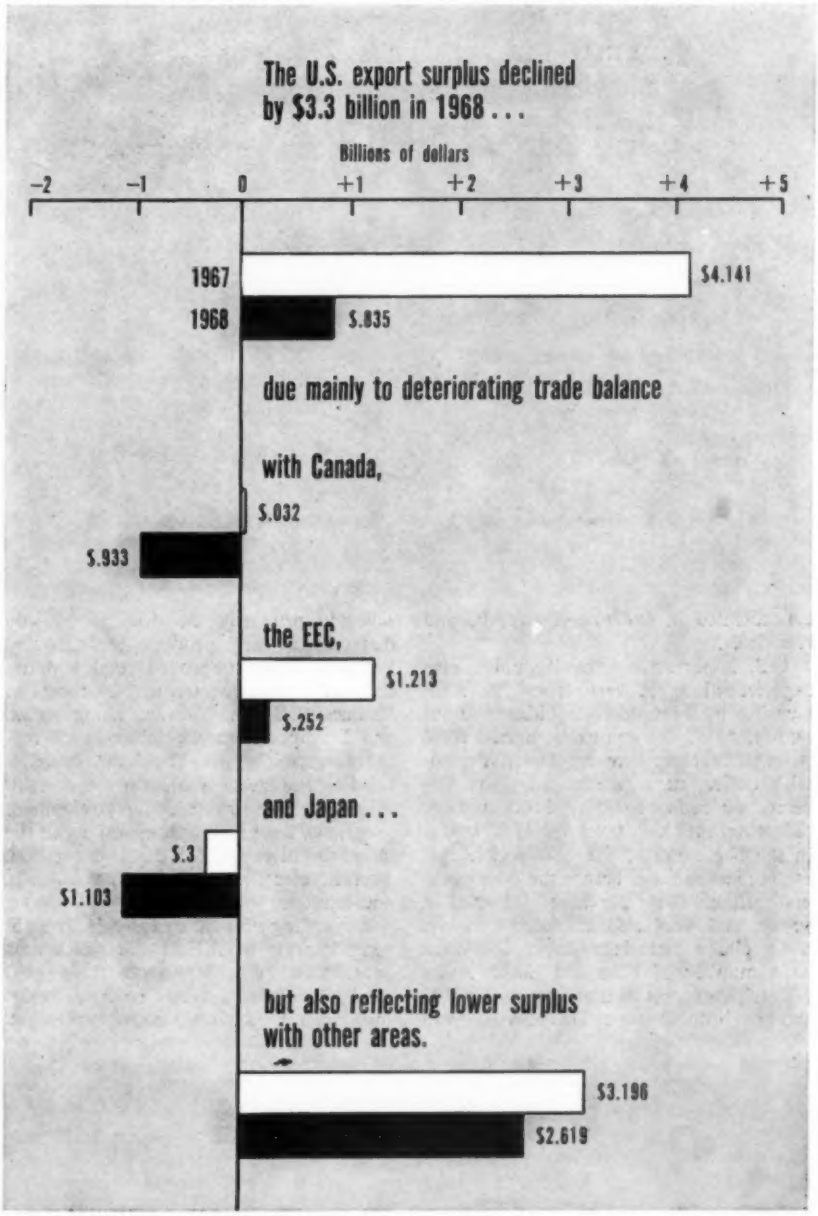
In contrast to a marginal advance in the preceding year, imports from Japan soared past the $4 billion mark. The 35% increase virtually matched the spectacular rise in 1965. Last year's surge centered in purchases of consumer goods and industrial supplies, mainly steel. Arrivals of automobiles, radio and TV sets, and tape recorders added most to the expansion in consumer imports.

The large increase in purchases of Japanese goods caused our trade balance to remain in a deficit position for the fourth straight year. From an adverse balance of $300 million in 1967, the deficit deteriorated sharply to $1.1 billion.

Other Far East

Although strong economic growth in Australia caused sales of other goods to rise considerably, a sharp drop in military deliveries caused a small net decline in shipments to that country. Deliveries to New Zealand, on the other hand, were stimulated by an improved balance-of-payments position and rose strongly. To both countries, sales of aircraft and chemicals were most expansive.

Australia and New Zealand benefited along with other countries from the exuberant growth of the U.S. economy in 1968. Substantially larger arrivals of alumina from U.S. subsidiaries in Australia, animal skins from New Zealand, and beef and wool from both countries contributed to a recovery in imports from the downturn in 1967.



A relaxation of anti-inflationary measures and consequent improvement in demand led to a 7% rise in sales to the Republic of South Africa. The bulk of the increase stemmed from greater shipments of aircraft, railway equipment, and auto parts. Imports from that country rebounded from a drop in 1967 with a 7% increase, mainly from buoyant U.S. demand for fish, nonferrous metals, and gem diamonds.

Following a decline in 1967, U.S. exports to the American Republics rose strongly last year. The 14% gain resulted primarily from rising demand stemming from vigorous economic expansion and improved balance of payments situations in some countries. Shipments to Brazil led the advance with a 30% gain. Sales to Mexico quickened as the expanding industrial sector required more imported products. Colombia purchased almost one-half more than in 1967 because of the greater availability of foreign exchange and liberalized import policies. The growth in exports to the area was

Exports to Canada, Western Europe, American Republics show largest gains

Area	Value in 1968	Change from 1967
	Millions of dollars	
Developed areas, total	23,616	+2,149
Western Europe	11,147	+ 960
Canada	8,074	+ 902
Japan	2,954	+ 255
Australia, New Zealand, South Africa	1,441	+ 32
Developing areas, total	10,828	+ 868
American Republics	4,704	+ 580
Other Western Hemisphere	640	+ 46
Near East	1,094	+ 134
East and South Asia	3,584	+ 27
Africa	766	+ 76

Note: Area totals include military grant-aid shipments amounting to $573 million in 1968.

concentrated in machinery, aircraft, and chemicals.

U.S. imports from the Republics also experienced a recovery from 1967, increasing by 11% to $4.3 billion. About two-thirds of the upturn stemmed from stronger markets here for foodstuffs, notably coffee, sugar, meat, and fruits. Receipts of coffee rose by $100 million, reflecting the low level of U.S. stocks in the beginning of the year and hedge-buying last summer before the dockworkers' strike. Our purchases of metals, sulfur, and wool also advanced strongly.

Despite substantially larger shipments to a number of East and South Asian countries, exports to that area as a whole showed little change. This development reflected primarily the drop in PL-480 deliveries of farm products to India and Pakistan where improved food supplies reduced import requirements. Exports to Indonesia, Korea, Taiwan, Hong Kong, and Singapore, on the other hand, registered sizable gains. The jump in deliveries to Indonesia was mostly the result of greater movements under government programs. Buoyant business activity in the other countries spurred demand for U.S. aircraft, electrical machinery, chemicals, and cotton.

Expanding for the seventh straight year, imports from East and South Asia accelerated by a fifth from their 1967 total. Expansive markets here for wearing apparel, plywood, copra, and electrical components contributed most to the rapid advance. The largest gains accrued to Hong Kong and Taiwan where U.S. firms have expanded subsidiary operations in recent years, especially in the manufacture of consumer goods and components.

Exports to the developing countries of Africa revived from the 1967 slump with a one-tenth gain. The expansion was stimulated by increasing mineral exploration and continued economic development. Most of our export advance centered on larger deliveries of construction machinery, aircraft, and chemicals. Libya, Ethiopia, Algeria, and Morocco showed the largest gains. Imports from the developing African countries also rebounded vigorously. The sharp turnaround from 1967 was concentrated almost entirely in larger entries of coffee, crude petroleum, and nonferrous metals.

Exports to the Near East recovered from their sharp 1967 downturn which was the consequence of the Arab-Israeli conflict. Shipments to Israel showed the largest advance, but expansive deliveries to Iran, Lebanon, and the Arabian Peninsula States also added to the overall 14% rise. Sales of aircraft accounted for much of the export gain, though shipments of automobiles, machinery, and rice contributed to the increase. Purchases from the region rose strongly from a depressed level in the prior year. Most of the one-quarter expansion consisted of greater receipts of crude petroleum, gem diamonds, and hides and skins.

All areas share in import boom

Area	Value in 1968	Change from 1967
	Millions of dollars	
Developed areas, total	24,135	+5,142
Western Europe	10,142	+2,090
Canada	9,007	+1,867
Japan	4,057	+1,058
Australia, New Zealand, South Africa	929	+ 127
Developing areas, total	8,906	+1,197
American Republics	4,308	+ 430
Other Western Hemisphere	853	+ 69
Near East	388	+ 80
East and South Asia	2,499	+ 445
Africa	835	+ 170

IDA credit helps Pakistan expand telecommunications

Expansion of Pakistan's telecommunications services will be assisted by a credit of $16 million from the International Development Association (IDA).

The current program calls for an investment equivalent to $191 million in the four years 1969-72, including $79 million of foreign exchange. The IDA credit of $16 million will finance the foreign exchange costs of specific works to be undertaken in the early part of the program costing a total of $42 million. All imports paid for with IDA funds must be procured through international competitive bidding.

The IDA funds will be used for the expansion of the subscribers distribution network, extension of the trunk network, rural installations, the improvement of HF radio facilities, and for the services of consultants to assist in improving efficiency of operation by the formulation of sound financial and management policies and the adoption of an effective accounting system.

IEA trade poll is upbeat

Survey of members prior to New York meeting puts expected '69 rise in 10-15% range

An optimistic group of U.S. traders will assemble at the International Executives Association meeting in New York this week, if the organization's annual poll of member attitudes on the world business situation is an accurate indicator. Respondents to the IEA questionnaire indicated that they expect their firms' overseas business to jump an average of 14.3% during 1969, with exports bettering their 1968 showing by 10.5%.

Respondents to the IEA poll, who reported that exports constituted 66% of their international business, operations by overseas branches 28%, and licensing 6%, said:

- that competition is presently considered the top problem in conducting international business. The next most frequently mentioned problems, in order of occurrence, were sales, tariffs, profits, financing and non-tariff barriers. Well down the list were top management support, product weakness, staff problems. In tenth, and last place among the frequently mentioned problems was tax considerations.
- the most needed steps for increased export success were felt to be cultivation of new markets, reduced transportation costs and provision of better service, in that order. Better credit terms and revamped distribution systems were felt to be least important. For more effective overseas operations, the entry into new markets was considered most important, followed by building better overseas management structure and finding new ways to finance business expansion. The degree of home-office control was considered least important.
- they expect their overseas operations to grow faster than other facets of their international business over the next five years, followed by exports and licensing activities.
- 94% of them find the international field satisfying, and would prefer not to transfer into their firms' domestic operations.

About 90% of those surveyed represented industrial firms, while the other 10% were associated with service organizations.

Many respondents submitted personal observations, including:

"International trade channels are the most effective means of communication between nations. Political action should evolve from trade activities and not trade activity from political action."

"We are a solid growth company in the U.S. auto parts business. In 10-12 years 75% of all vehicles will be made outside the U.S. We are planning for this bigger market—equity participation (not licensing) in overseas areas using over 40 years of product development and marketing techniques.

"One of the biggest difficulties today in building up export sales for consumer products is the steadily increasing costs of transportation both inland and ocean freight, particularly the latter which on some items is approximately 30% of invoice value."

Surveys agree

Results of another survey released last week, that of the National Industrial Conference Board, tend to confirm the IEA findings.

The NICB polled 182 international executives in a cross-section of U.S. companies, and found about half expecting foreign sales to grow by more than 10% in the next three years. An optimistic 10% expect sales overseas to double in that period. But two of three expect the sales gains to come mainly from increased overseas production, rather than from increased exports.

Factors seen boosting the trend to foreign manufacturing were: fast-rising U.S. production costs, nationalism and protectionism abroad, the feeling that local production is needed for a maximum sales base overseas.

Top industry growth prospects abroad, according to the NICB survey: chemicals, rubber and plastics, and electronic products, including computers. Slower-moving fields: household appliances, machinery and equipment, construction items.

Foreign growth will mean strong demand for capital, and most companies told the NICB they will be borrowing more abroad to finance the expansion.

The IEA is repeating a feature of last year's meeting, four U.S. Foreign Service Officers will be on hand at the Mar. 18-19 event for consultations by appointment with registered delegates. The four are: Ray Crane, Commercial Officer, U.S. Embassy, Mexico City; George Falk, Commercial Attache, U.S. Embassy, Madrid; William Krason, Commercial Attache, U.S. Embassy, Karachi; and Gustav Larson, Commercial Attache, U.S. Embassy, Ottawa.

The 52nd annual meeting will open with a keynote address by Ronald A. Backnick, marketing vice president for Standard & Poors Corp. Other first-day activities will include addresses on company objectives by Dr. Sergio Pizzoni-Ardemani of Olivetti-Underwood, and individual responsibilities Henry A. Golightly, president of Golightly & Co., International; a luncheon address by Christopher H. Phillips, president of the U.S. Council of the International Chamber of Commerce. An afternoon talk by Wallace A. Booth, financial vice president for North American Rockwell, and an address on total marketing by Dr. Arthur A. Kron, vice chairman of the board for Van Brunt & Co., will be followed by a critical review of the conference 1969 report.

Clifford B. O'Hara, director of port commerce for the Port of New York Authority, will address the International Banquet.

E. E. Schnellbacher, assistant director of the Commerce Department's Bureau of International Commerce, will kick off the Wednesday activities with a review of the world trade picture. This is to be followed by hour-long, off-the-record panel discussions devoted to individual interests and company objectives.

William F. Ray, partner in Brown Brothers Harriman & Co. will speak at a cooperating organizations luncheon.

Founded in 1914 as one of the nation's first export clubs, the IEA assumed its present name in 1960. Whereas membership originally was restricted to exporters, but the membership base has been broadened to include international business executives from the allied fields of finance, transportation, publishing, engineering, advertising, public relations and business consultants. In 1967 international executives who live and work abroad became eligible for membership.

BACKDROP OF SHIPPERS' FLAGS framed the major sessions at the 32nd Chicago Mid-America World Trade Conference Mar. 5-6 (CACI photos by Chang).

CHICAGO CONFERENCE REPORT

Traders peer into the 70's

Word of new U.S. export goal of $50 billion helped shape Midwest discussions

By CLARENCE M. ZENS
Managing Editor

CHICAGO—The call in Washington for a national export total topping $50 billion in the years just ahead struck home here. And why not? emphasized the delegates to the 32nd Chicago World Trade Conference. A message pegged to the future, with a bit of reach to it—this is the way to make business muscle in the Midwest begin to flex.

Thus the conference participants listened closely as a Commerce Department spokesman explained what this goal, targeted for 1973, can mean to them and to the nation. They applauded a company president, active in export promotion throughout the area, who urged that the goal be set even higher. Their obvious interest impelled an industrialist, identified with business-Government policy planning, to make a direct appeal for specific suggestions from traders to put before the Washington officials pacing the export expansion drive.

This focus on an objective five years away was only part of the conference's forward lean. Sessions were suffused with the effect of the look-ahead perspectives accompanying the takeover of the Nixon Administration, and by the glint of a whole new decade of change and challenge just over the horizon. The talk turned quickly to the 70's and stayed there.

Lawrence A. Fox, Director of Commerce Department's Bureau of International Commerce, outlined a course of action aimed at raising the U.S. export level from $33.8 billion in 1968 to $50 billion in 1973. Exporting must be made profitable, he said, by improving credit and financing, by achieving export tax parity with other countries, and by reducing transportation and other export costs.

He told of the Cabinet Committee on Export Expansion, newly reactivated and chaired by Secretary of Commerce Maurice H. Stans. That committee, in turn, has set up an interagency working group on export financing; created a working group on export tax incentives; and set up an export strategy committee, he explained.

Another priority item in boosting exports, Fox said, is to increase overseas marketing information so corporate management can plan export sales for the long pull and then allocate resources between domestic and foreign marketing efforts on a more systematic and factual basis.

The Commerce Department is gearing up its services along these lines, Fox said, citing a new export market identification program and an expanded automated data processing system to link U.S. manufacturers with export opportunities.

Finally, Fox said, the United States must seek greater market access for U.S. goods abroad, particularly through the reduction of tariff and non-tariff barriers.

Fox said that industry-wide committees are being organized by the National Export Expansion Council (NEEC) to work with the U.S. Government in zeroing in on the most promising overseas markets in major industrial fields.

It was John E. Carroll, President of the American Hoist and Derrick Co., St. Paul, who said the $50 billion export sales target for 1973 is too low. He predicted that continuing inflation, with its effect both on export prices and the level of imports, would drain the goal of any real value in overcoming U.S. balance of payments difficulties.

Carroll asked for stepped-up efforts to bring more American companies into international trade. He suggested to firms considering exporting that, in addition to seeking advice from Government agencies in this field, they join local trade associations and work through banks, transport enterprises and freight forwarders to determine the best marketing procedures.

Donald W. Douglas, Jr., Vice President

of the McDonnell Douglas Corp., St. Louis, reviewed the work of the National Export Expansion Council, emphasizing the recommendations of the committee on export financing he has led. He asked the convention delegates for ideas on strengthening Government assistance to U.S. exporting companies and promised to transmit all of them to Washington officials.

Recommendations accepted

On the NEEC recommendations made up to now, mainly in 1966 and 1967, Douglas said "some, by no means all" had been accepted as a basis for Government policy and practice. Among these, he said, were a higher-risk facility begun by the Eximbank last July, new operational procedures at the Eximbank and Foreign Credit Insurance Association, liberalized inter-company pricing guidelines at the Internal Revenue Service, renewed efforts by U.S. Government negotiators to press for changes in border tax rules that hurt U.S. exporters. In addition, he said, some progress is being made on export tax incentives and allowances for overseas promotional expenses.

NEEC recommendations, Douglas continued, have also been influential on strengthening AID's investment guaranty program in the developing nations, in efforts to stimulate agribusiness exports, and in the establishment of the longer-range approach to export expansion newly taken by the Commerce Department.

"It is the sense of the NEEC," Douglas commented, "that while international business is growing more competitive, some of our industries and products are becoming less competitive, hurt by inflation at home and improved technology abroad. It is becoming increasingly difficult, particularly in the manufactured goods area, to maintain our share of world markets and, in many cases, American corporations must establish overseas plants in order to compete effectively in those markets."

Investment controls' effect

Douglas was among several conference speakers who urged an end to export credit restraints and to mandatory foreign investment controls. A major assessment of the effect of these controls was made by Leonard Spacek, Chairman of Arthur Andersen & Co., Chicago.

While describing the controls as hastily-conceived, confused, complex, discouraging to small companies, harmful to the public image of all business, and possibly opening the door to further Federal invasions into private business operations, Spacek saw some distinct benefits to future business practices arising out of the existence of the mandatory restraints.

He said: "I find it hard to believe the lessons learned from these experiences will be completely forgotten or abandoned once the restrictions are lifted. An entirely new approach to financing overseas operations has been developed which will continue to be followed on a long range basis. Local financing will have become a way of life—one which can be very beneficial, particularly where the operations are in a country where the currency is unstable.

"At the same time, as Europeans are concerned over Europeans paying Americans to create European business, it should be clearly recognized that much of the non-U.S. money utilized through the Eurodollar market represents funds invested directly or indirectly in the American companies themselves.

"We have gone a long way toward creating an international investment community and some truly international corporations when one considers that almost four billion dollars of long-term investments in U.S. companies were received from non-Americans during 1968 through Eurodollar financings. Many of these purchases will be converted into equity interests which will give the owners even greater attachment to the company involved. The results of this situation over the long run will be most interesting to follow."

Spacek also noted that the existence of the controls has brought about a valuable side effect, the necessity for better international accounting practices. Additionally, it has led to better planning:

"Many business ventures and investment opportunities were passed by because of the restrictions. No one will ever be able to evaluate the significance of these lost opportunities. At the same time, the controls contributed to more careful selectivity in reviewing opportunities. Some of the decisions made have enabled companies to avoid getting into unprofitable situations which on the surface appeared to be very profitable."

Management advantage

Alexander B. Trowbridge, a former U.S. Secretary of Commerce who is now President of the American Management Association, looked into the 70's to see the U.S. competitive position in world markets increasingly under strain. He said that if Americans are going to stay in these markets they must continue to develop their "areas of comparative advantage." A major such area, he said, is the U.S. ability to develop and maintain managerial competence.

He commented: "Comparative advantage in labor rates was lost long ago. Productive capacity, machinery techniques are being equalled. Ability to maximize use of resources is what we have

NEW NATIONAL EXPORT GOAL of $50 billion annually by 1973 was placed before delegates by Lawrence A. Fox, Director of Commerce Department's Bureau of International Commerce. At left is Donald L. Porth, Executive Vice President of Culligan, Inc., a member of the conference executive committee.

PROGRESS REPORT ON NATIONAL EXPORT EXPANSION COUNCIL was submitted to the conference by Donald W. Douglas, Jr., Vice President of the McDonnell Douglas Corp., St. Louis, who has been chairman of the NEEC Action Committee on Export Financing. At right is Mayor Richard J. Daley of Chicago.

learned, and we must maintain that leadership."

Trowbridge suggested the following steps:

► broaden the scope of the U.S. talent going overseas, and the flexibility of their skills and outlook;

► increase the use of national and third country national talent in key management posts;

► swing to younger managers in United States and abroad;

► export an attitudinal factor as well as a skill factor.

Optimistic export signs leading into the 70's were placed before the meeting by Donald Grantham, an official of Beatrice Foods, Chicago, a company that has developed a major overseas sales volume after only seven years of its 70-year corporate history.

Grantham declared: "Every one of our surveys shows an increasing desire overseas for American type foods . . . in Europe, in Africa, in the Far East and in Latin America.

"The patterns of food consumption and distribution are changing rapidly all around the world. One especially significant development is the growth of the supermarkets. For example, there are almost 1,000 supermarkets in France today, compared to around 200 five years ago.

"Just last September, a super, supermarket was opened in Brussels, Belgium. It has a traffic volume of about 70,000 people per day, or almost a half million shoppers per week. The number of refrigerators in the home in Europe is growing steadily, as well.

"This augurs increased consumption of American foods as citizens of the world seek greater variety in menus and strive to upgrade their diets. It also dictates marketing techniques at least as sophisticated as we have in the United States, but adapted to desires of the people we seek to sell."

Grantham summarized his company's position as "extremely optimistic about the potentials for increasing our sales and our earnings overseas . . . both by exports and by development as a multinational company. Our experience has proved this."

But in another field—that of trade with Eastern Europe—the conference was given a cloudier picture of U.S. prospects in the 70's.

The greatest potential for increases in east-west trade is between western and eastern Europe, said A. R. Gale, Vice President-International of General Precision Equipment Corp.

He suggested that American companies consider trade between their European subsidiaries and eastern Europe, but said he doesn't recommend trade with the east "for beginners or those without patience, time and money."

He noted a number of obstacles in the way of increased east-west trade, including the east's concept of economic self-sufficiency, bilateral trade arrangements between the Soviet Union and eastern European countries, and difficulties in negotiating trade agreements.

Gale said it is "sheer mythology" to believe that the Soviet Union and east Europe offer markets for United States finished goods. The market that exists is for advanced know-how and capital equipment, he said.

Gale argued against the concept that it is important to get an early toehold in the Eastern European market. He contended that there is no real continuity in purchasing practices among the state-run monopolies, and that the fundamental differences in approach to business encountered in Eastern Europe are not narrowed by familiarity.

AMERICA'S FUTURE BEYOND THE 70's to the end of the century was explored by Herman Kahn, Director of the Hudson Institute, who told the conference that many fundamental values are already being overturned and discarded as the U.S. enters a revolutionary "post-industrial" age.

Expanding Japanese publications boost need for advanced U.S.-made printing and binding equipment

Graphic arts industry in Japan growing at an even faster pace than overall economy; July Tokyo show to aid U.S. manufacturers

Japan's population of avid readers has boosted the country's magazine circulation to second highest in the world after the United States and has created a flourishing market for printing and binding machinery.

American manufacturers will have an opportunity to take advantage of this situation at a Department of Commerce exhibition of graphic arts equipment in the U.S. Trade Center in Tokyo, July 21-26.

Reports show that Japan's graphic arts industry is growing an average of 20% a year, outdistancing the nation's overall rate of economic expansion.

Japan's real gross national product increased 13.3% to $120 billion in the Japanese fiscal year ending March 31, 1968, and a further advance of 12.6% is anticipated for the fiscal year ending March 31, 1969.

Japan has 1,400 monthly magazines with a combined circulation of about 50 million; 42 weekly magazines with a combined circulation of some 19 million, and 121 newspapers with a total daily circulation of 32 million. Last year, approximately 24,000 new book titles were published. In addition, output of advertising materials and business forms is growing steadily.

Japanese production of printing and binding machinery totaled $86 million in 1967, and was supplemented by $19.4 million of equipment purchased abroad.

Heavy demands being placed on the graphic arts industry, combined with an acute shortage of skilled labor, are creating a growing market for modern, high-speed equipment. U.S. machinery, though often priced above that of foreign competitors, is well regarded in Japan because of its excellent quality and subsequent reliability under continuous high-speed working conditions.

Market research indicates particularly strong Japanese interest in electronic offset and letterpress plate-making equipment; highspeed multi-color offset presses of the sheet-fed type; high-speed multicolor lithographic rotary presses; high-speed automatic precision bookmaking equipment; densitometer and other testing and laboratory equipment; automatic photo developing and finishing equipment; electronic photo copy equipment; collating machines; and drawing instruments for analog computers.

Commerce will conduct a broad market-development campaign prior to the Tokyo Trade Center show to assure maximum attendance of key Japanese buyers and other industry representatives.

Past successes

American graphic arts equipment is in demand around the world, as shown by past Commerce Department shows. Thirty-four exhibitors at the Milan Trade Center in February 1967 sold $1.4 million worth of printing and binding machinery and signed 12 agents to represent them overseas on a long-term basis.

Twenty-one U.S. manufacturers at a September 1968 Stockholm Trade Center show of the same type of equipment posted $375,000 in off-the-floor sales and predicted another $1.8 million in first-year follow-up orders.

Twenty-five U.S. manufacturers of graphic arts equipment at the Frankfurt Trade Center last month recorded off-the-floor sales of $168,000 and are looking for $1.8 million in additional orders over the next 12 months.

U.S. manufacturers interested in participating in the July 21-26 exhibition in the Tokyo Trade Center may obtain further information from the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230 (telephone Area Code 202, 967-3973), or from any of the Commerce Field Offices.

CONSTRUCTA will cater to building trades with fair at Hanover early next year

The Third International Building Exhibition, CONSTRUCTA 1970, will be held at Hanover, Germany, Jan. 24-Feb. 1, 1970, and U.S. makers of equipment for the construction industries have been invited to reserve display space at the exhibition.

The previous edition of CONSTRUCTA, held in 1968, drew 111,000 paid visitors to see the products of nearly 600 exhibitors from many countries. According to the fair organizers, some 67% of the visitors to that show were directly connected with the building industry.

Modern construction materials and techniques will be stressed at CONSTRUCTA 1970, as they were at the last edition. Exhibition categories have been planned in several separate areas: structural, prefabricated, and frame construction; preservation of buildings and construction chemistry; fitting out and interior work; utilities and services; and outdoor and special-purpose construction equipment.

The nine-day event will be complemented by a series of conferences dealing with matters of interest to the building world. Among those planned are meetings on prefabricated buildings, steel construction, timber research, and fitting out.

Write: German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019, or the German-American Chamber of Commerce of Chicago, 77 E. Monroe St., Chicago, Ill., 60603.

International food exhibition planned for Madrid this year

An international food exhibition, to be known as AIDA '69, is being planned for Madrid, Spain, June 28-July 13, and U.S. firms whose products fall into the categories to be displayed have been invited to participate.

Six major exhibit areas have been set aside. Included are: wholesale and retail trade; production and manufacture of foods and non-foods; packaging and marketing of foods and non-foods; transportation, warehousing, and distribution; food business management; and special exhibitions by organized groups.

Write: Commercial Office, Spanish Embassy, 2558 Massachusetts Ave., NW, Washington, D.C. 20008.

America Weeks promotions set for 41-unit department store chain in four Australian cities

Sales in Brisbane, Adelaide, Melbourne, Sydney to promote U S. consumer goods; special exhibits also set for later this year

The largest promotion in the history of the Commerce Department's America Weeks program is planned for August, September, and October of this year throughout the Myer's/Farmer's chain of stores in Australia.

Planned purchases of over $1.2 million in U.S. consumer products will make the planned showings the most extensive series of America Weeks sales yet held overseas.

Myer Emporium, Ltd., stores form one of the most important department store chains in Australia, with 41 units, and retail sales in excess of $330 million yearly.

The Myer's chain accounts for over 7% of total consumer goods sold in retail stores in Australia, and 27% of the total department store sales in the country.

Among the consumer goods on Myer's shopping list of American products for the showings are fashion accessories, gifts and stationery, toys, footwear, haberdashery, hardware, electrical goods, and food products.

Also to be featured are cosmetics, travel goods, women's children's, and men's fashions, fabrics, linens, floor coverings, and other miscellaneous housewares.

Promotions will be held at the Myer's/Farmer's chain in and around Melbourne, Farmer's stores in Sydney, Myer's outlets in Adelaide, and both McWhirter's and Allan & Stark stores in Brisbane.

The series of retail sales events will be kicked off at Brisbane, where the promotion will run from Aug. 25-30. America Weeks in Adelaide will run from Sept. 15-20, in Melbourne Sept. 29 through Oct. 4, and in Sydney from Oct. 13 to 18.

Plans call for four special Commerce Department-sponsored exhibits to be presented at the various stores during the promotions.

Three of the four—a performing American Indian troupe, a Gemini spacecraft exhibit, and the "Treasures of the West" show—have been seen at several past America Weeks promotions throughout the world.

The fourth feature attraction, a panoramic presentation of the life and times of Abraham Lincoln, is new to the America Weeks schedule. Its first appearance will be at a May 1969 America Weeks sale at Isetan stores in Tokyo, Japan, and it will be moved to Australia in time for the Myer's promotions later.

The Lincoln exhibit will feature a ten-part presentation of President Abraham Lincoln's life. A lifelike Lincoln statue will be wired to speak the Gettysburg Address, and copies of the original handwritten manuscript for that speech will be on display. A reproduction of the Lincoln bust inside the U.S. Capitol building will also be on display, along with other memorabilia.

"Treasures of the West," featured at the New York World's Fair in 1964 and 1965 at the Montana pavilion includes 14 exhibit cases of pioneer artifacts, an antique nickelodeon, bearskins and bear traps for decorative purposes, four large window displays, and a number of oil paintings of the pioneer West.

The actual spacecraft used in the U.S. Gemini XII mission will be shown, and a viewing platform will be built to allow visitors to see into the operating quarters of the craft. Display cases nearby will show the space suit worn by astronaut Gordon Cooper during his Gemini V flight, and another display will show samples of specially-packaged space food.

Tie-in exhibits will show information and pictures from the recent Apollo VIII flight, since astronaut James Lovell, Jr. was a member of the crew for both that flight and Gemini XII.

American Wild West lore has long been popular in Australia, and the American Indian group scheduled for the Australian America Weeks will include a group of Indians doing tribal dances, and cowboys performing rope tricks.

All four of the special acts and displays will be held along with the promotions in Adelaide, Melbourne, and Sydney, and the Gemini spacecraft and the Lincoln exhibit will be seen at the stores in Brisbane.

Full-scale advertising and store-wide design is planned to boost buyer interest in the American products on display during the sales, and to promote continuing sales of American-made consumer goods.

Over 30 buyers from the Myer Emporium, Ltd., will be traveling in this country until July to make special purchases for the sales.

U.S. consumer goods makers who desire to have their products considered for inclusion in the extensive purchases planned by Myer's may write to either of the chain's buying offices in this country: Schwab, Taylor, & Gavender, 208 W. Eighth St., Los Angeles, Calif., 90014; or Kirby, Block & Co., Inc., 393 Seventh Ave., New York, N.Y. 10001.

Norway plans Third Official Fisheries Fair at Trondheim

Trondheim, Norway, will be the site for the Third Official Fisheries Fair, sponsored by the Norwegian Industries Fairs, on Aug. 14-21 of this year.

U.S. firms have been invited to exhibit in the fair, either directly or through sales representives in Norway.

Product categories to be featured include: boat building and shipyards; engines and motors; boat equipment and accessories; navigational and fish-finding equipment; fishing gear; fishermen's clothing and provisions; fish processing equipment, including refrigeration; fish products; export packing products and techniques; and services and publications relating to the fishing industry.

Opportunities appear best for U.S. manufacturers of advanced, particularly electronic, equipment in the fisheries trade.

Write: Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2, Norway.

Accra site for second Ghana international fair in 1971

Ghana has announced plans to hold its second international trade fair from Feb. 1-14, 1971, a change from previously announced plans to hold the second edition in 1969, again at Accra.

"Africa Progresses" will be the central theme for the 1971 fair. According to the organizers of the exhibition, it will serve as a market place for the promotion and sale of goods and services from other countries to Ghanaian companies and individuals.

Write: The Principal Secretary, Ministry of Trade, P.O. Box M.47, Accra, Ghana.

COMPOSING MACHINES by Addressograph-Multigraph (above left) drew the attention of German printing industry visitors to Frankfurt show. American Type Founders Co. booth (above right) drew crowds throughout the show to see firm's latest additions to its lines of graphics equipment and machinery.

Graphic arts exhibit brings sales for 25 firms in Germany

Frankfurt show draws 1,100 visitors to see new U.S. printing equipment

U.S. equipment for the graphic arts industries captured the interest of over 1,000 German buyers attending a show featuring the products of 25 American firms in the graphic arts field at the U.S. Trade Center in Frankfurt, Feb. 17-21.

The latest U.S. advanced designs in printing and bookbinding equipment, as well as computerized photocomposing and reproduction machines brought enthusiastic comments from the German industry executives attending the show, and the U.S. exhibitors rolled up over $167,000 in new sales during the show.

Projections for sales over the next year as a result of exposure to new prospects at the Trade Center reached $1.8 million.

Introduced for the first time in Germany was Harris-Seybold's fully automatic collating and saddle stitching machine. Despite the fact that this piece of equipment is used solely by large printing shops, of which there are very few in Germany, the company reported a $40,000 sale during the show, and forecasts the sale of at least 5 units valued at $200,000 during the coming year.

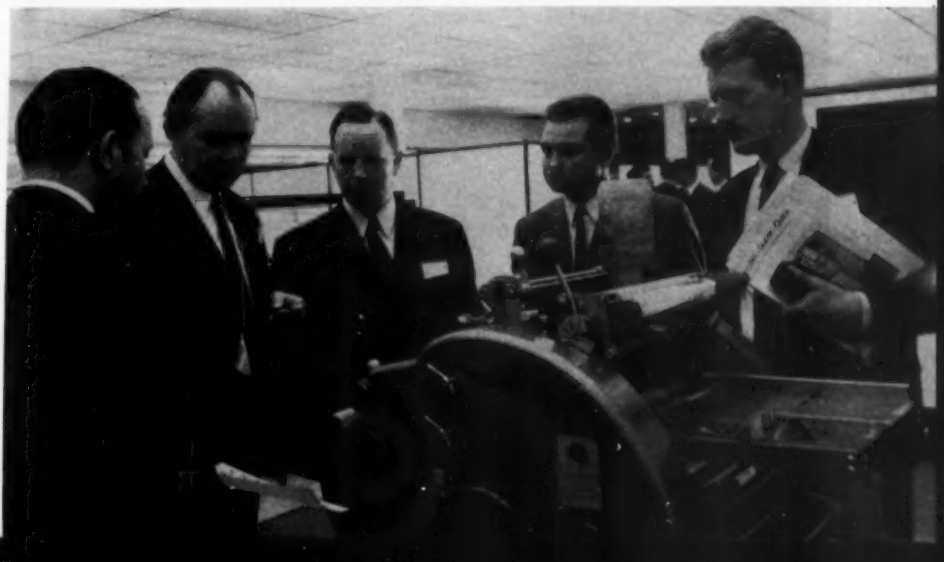
Cheshire's labeling and heat transfer machines also proved to be popular. At show's end the European sales manager reported $30,000 in immediate sales, and expects a similar sales figure as a result of the show during the next year.

Web Press, Inc., sold $50,000 worth of equipment, although its machines did not arrive until the evening of the second show day.

The conclusion of an agency agreement with the offset printing press manufacturer Gestetner was announced by T-51 Sales Eastern.

The last sale during the show was made by Chicago Machinery Laboratory which sold its speedbinder to a large printing house in Essen. This company is also negotiating with a Yugoslavian firm which has shown considerable interest in buying part of Chicago's line of graphic arts products.

PUNCHING AND BINDING MACHINES were on display at the General Binding Corp. booth (above right). Itek Business Products showed its platemaking equipment (below) on an A. B. Dick machine.



HEAT TRANSFER APPLICATOR MACHINE is pointed out (above) by Singer Products representative at show. Buyers look over bag loader (below left) by American Engineering & Design, a new-to-market exhibitor.

JAPANESE BUYERS examine a plastic wrapping machine by Doughboy (above right). Veteran exhibitor Ex-Cell-O's company official (below) shows milk carton forming and filling equipment to buyers.

High sales recorded at Tokyo exhibition

U.S. packaging machines draw Japanese buyers to Trade Center

"The most outstanding turnout of qualified commercial prospects the Trade Center has enjoyed in recent years," was the report of officials at the U.S. Trade Center in Tokyo on the show of packaging machinery and equipment held there, Jan. 27-Feb. 1.

A total of 4,622 visitors attended, nearly all of whom were registered as businessmen in a position to buy and use the American equipment on display.

Sales reflected the high total of interested visitors. Immediate contracts negotiated at the show itself amounted to over $435,000, and sales projections for the year following the show reached an impressive $3.8 million.

Two companies came to the Tokyo show seeking new agency agreements to provide continuing representation for their products in Japan, and these two were conducting talks with five potential agents as the show closed.

Industry leaders in show

Many packaging industry leaders, including Gottscho, Ex-Cell-O, Doughboy, Haskon, and Emhart, were represented at the show, and were anxious for an early repeat of the exhibition, so good were their results.

"The best exhibit I have ever been in," said Burford Distributing Corp. vice president Omar Lennen flatly, after he had to stop taking orders when his entire next year's productive capacity for his new product had been sold. Burford was introducing a new variety of twist tyres for packages, and predicted $154,000 in first-year sales.

Ex-Cell-O, a veteran of U.S. packaging shows overseas, reported selling more than $122,000 worth of its milk carton forming, filling, and sealing machines at the show, and expects another $250,000 in new business within the next year as a result of its part in the Trade Center exhibition.

Emhart Corp.'s Standard-Knapp Division showed a loose can and bottle packer for the first time in Japan, and even though the firm's main objective had been to sign up a licensee to produce the new equipment, Emhart came away with $20,00 in immediate sales and forecasts of another $250,000 by this time next year.

U.K. import squeeze on

But shipments from U.S. hit record $2.5 billion in 1968; could continue at that level

By HAROLD E. HALL
Counselor for Commercial Affairs, U.S. Embassy, London

The rate of expansion of U.S. exports to the United Kingdom in 1969 may decline from that recorded last year, particularly if measures imposed by the British Government to limit imports and curtail consumer spending are fully effective. Nevertheless, increased concentration on product selection and on improved selling methods could result in the value of exports of American products to the British market again amounting to approximately $2.5 billion.

The United Kingdom is expected to continue as the third largest buyer of U.S. products, surpassed only by Canada and Japan. As in previous years, trade between the United States and the United Kingdom will continue to be based largely on the exchange of manufactured products, particularly machinery and transport equipment.

In 1964 and 1965, the sale of American products in the British market was confronted with a surcharge on imports of most semi-finished and finished items.

In 1967, the British Government's attempt to maintain the parity of the pound at $2.80 was unsuccessful, and sterling was devalued to $2.40, thereby increasing prices of American products imported into the United Kingdom by amounts up to 16.7%. This was applied at a time when increasing production costs were beginning to be felt by American manufacturers, a situation which further contributed to rising price tags on United States products being offered abroad.

The most recent action directly affecting imports is the new Import Deposit Plan (IDP), which currently requires British importers to put down a deposit of 50% of the value of overseas semi-finished and finished goods before such goods can be cleared through customs. This is scheduled to be removed Nov. 1.

These measures, in association with others encouraging import substitution, restricting consumer spending, and reducing the ceiling on clearing bank advances have not been particularly successful to date in slowing the import of overseas products into the United Kingdom.

The growth in the value of merchandise imported into the United Kingdom from all sources has recorded annual increases of 3%, 8% and 22%, respectively, over the past three years. The value of merchandise imports from the United States during this period recorded annual increases of 7%, 11%, and 31%, reaching a record total of $2.5 billion in 1968.

On a volume basis, British imports in 1968 were reported to be up 10%. The Board of Trade attributes this increase to the rise in total spending which reportedly increased, in real terms, by 4-4½% in 1968 instead of the 2½-3% predicted by the British Government. That American suppliers have weathered the storm fairly well is further evident from the fact that the U.S. share of the total British import market has increased slowly but steadily, from 12.1% in 1966 to 12.6% in 1967, and to 13.4% in 1968.

While concern continues over the effects of IDP, other factors influencing the overall British economy and, therefore, the climate for the sale of American products, have more encouraging overtones. The country's economy started 1969 with fairly definite indications of industrial resurgence, with production and productivity up, with a declining unemployment record for five consecutive months, and with Britain's trade gap narrowing to £10 million ($24 million) in January. Gross trading profits have grown, particularly in shipping, construction, building materials, and the light electrical industries.

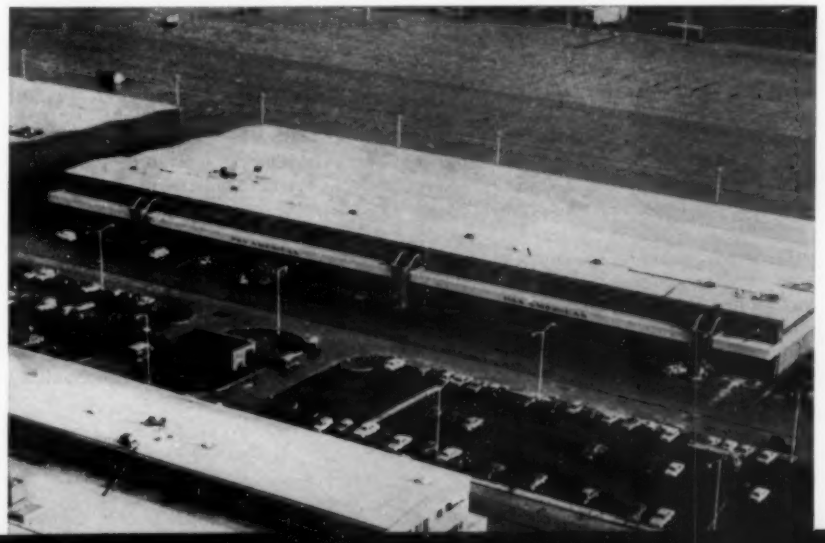
Most businesses report upward trends in orders/sales and, according to polls, business is generally enthusiastic about 1969 prospects. Export optimism especially is high, with the volume of British exports expected to increase between 6 and 7% this year.

Rising capacity utilization is being experienced in many industries. Chemicals, for example, currently report operations at 86% of capacity, with an increase to 90% expected by the close of the year. Takeovers and mergers, which were at an unusually high level in 1968, are expected to continue, with the Government closely scrutinizing such proposals.

However, one of the greatest uncertainties of the short-term domestic economic scene appears to be in the field of capital expenditure. The British Board of Trade predicts a 10-15% rise in capital expenditure by manufacturing industry in 1969. However, the mood among consumer-oriented companies is substantially less sanguine than in other industries, inasmuch as restrictions on consumer spending are likely to be continued throughout 1969. Credit restrictions were further tightened on Feb. 27 when the bank rate was increased from 7% to 8%.

A longer-term preview of the British economy is presented in the Department of Economic Affairs' study, "The Task

DESPITE FALLING U.K. IMPORTS, U.S. sales may hold at their $2.5 billion rate of last year. The Pan Am cargo terminal at London, opened in February, will handle 25 million pounds of cargo monthly.



ANGLO-AMERICAN TRADE RELATIONSHIPS were the subject as U.S. and British officials attended opening of Sico, Inc.'s new headquarters at Edina, Minnesota. From left: Warren Hyde, Edina village manager; Kermit H. Wilson, president of Sico; Eugene Harrison, U.K. vice counsel; and Arthur Bredesen, mayor of Edina. Sico recently established an International Special Products Division which coordinates all of its expanding operations in Great Britain, Canada, West Germany, Turkey, Japan and Saudi Arabia.

Ahead—Assessment to 1972". Instead of fixing target figures for output, investment, balance of payments, and other categories, as was done in the National Plan of 1965, the new planning document presents a range of figures considered as possible growth rates. It foresees converting the balance of payments deficit into an annual surplus of around £500 million ($1.2 billion) by the close of 1972.

Businessmen will be interested to know that among the study's many plans for economic action are those calling for continued restraints on home demand, incomes, and prices; renewed displacement of imports of manufactured goods by competitive home products; and a steady rise in British exports in order to finance imports and to achieve a net surplus on visible trade of around £300 million ($720 million) annually.

The successful selling of American goods in the British market in 1969 will depend largely upon the identification of those products most wanted in the United Kingdom and the optimization of promotion efforts designed to produce new sales formulas and to eliminate marketing myopia.

Generally speaking, consumer goods are "out" and capital goods are "in". Within this latter category, engineering products and electronic instruments and components hold the brightest possibilities, not only because many of these lines continue to hold a definite, but narrowing, lead in technological advancements, but also because they are badly needed by British industry, which must modernize itself to become more competitive in world trade.

To strengthen a market promotion program concentrated on the sale of American capital and technologically-advanced goods, eight commercial exhibitions will be held at the U.S. Trade Center in London during the next twelve months. These will display American products in the fields of fluidics, advanced switching devices, industrial fasteners and adhesives, marine equipment, thermal instruments, vibration testing equipment, metallurgy, and possibly computers. Two other shows will feature agricultural products.

U.S. Government-industry participation in Britain's international industrial exhibitions in 1969 concentrated on the successful Oceanology International Exhibition (Brighton, Feb. 17-21), and, in April, will focus on London's International Engineering and Marine Exhibition. In addition, a substantial number of in-depth market studies will be conducted to determine receptivity by the British market for other products in the engineering, electronic, and scientific fields.

Parallel with Britain's hopes of restricting imports is its objective of expanding exports, particularly to the United States. The value of Britain's merchandise exports to the United States climbed by 43% in 1968, and amounted to £871 million ($2 billion). This year should find Britain's industry still further geared for exports, with machinery, automobiles, metals, chemicals, textiles, and beverages (Scotch whisky), expected to lead in overseas sales.

The impediments to the sale of overseas products in the British market have led many American companies to consider, as an alternative, the establishment of manufacturing outlets in the United Kingdom, either as newly-established enterprises or as "buy-ins" or "takeovers."

Prime Minister Wilson reiterated the official position on such proposals. He said that each case is to be considered on its own merits, with the test being the long-term effect such proposals may have on Britain's balance of payments and also the extent to which entrance into or control of an important industry might be detrimental to Britain's interests.

The Prime Minister emphasized that "takeovers which might have the effect of controlling and perhaps ultimately operating industries against the national interest would obviously have to be resisted." "Conglomerates"—groupings of a number of different kinds of businesses —will be especially watched because of fears that they will grow too large without industrial logic and without organic growth in their constituent companies.

Despite the continuation of present curbs on capital investment outflows from the United States, representatives of regional development areas in Scotland, Northern Ireland, Wales, and North-East England continue to encourage American companies to establish manufacturing enterprises in their respective areas. The latest estimate places United States direct private investment in the United Kingdom at around $6.5 billion, the majority of which is concentrated in manufacturing industries.

The United Kingdom's own regulations governing investment outside the sterling area are expected to continue to make difficult any increase in British direct private investment in the United States, and the £50 travel allowance will continue to hamper travel to the United States.

In 1968, a total of 245,000 business and pleasure visitors went to the United States from the United Kingdom, compared with 231,000 in 1967 and 197,000 in 1966. The number of American visitors to the United Kingdom in 1968 totaled 877,000 compared with 839,000 in 1967. The United Kingdom reportedly gains about $160 million annually from American tourist expenditures, a sum equal to one-fourth of its annual tourist intake.

Lebanon optimistic, if...

Reasonable political stability necessary in region to maintain economic upswing

By DONALD C. IDE
Commercial Attache, U.S. Embassy, Beirut

Observers feel that 1969 may prove to be another record year for U.S. trade with Lebanon, given a reasonable degree of stability in the area. During 1968 American business made a strong recovery over 1967 and by the year's end American exports to Lebanon equaled the previous record of $83 million which was established in 1966.

Spearheading an energetic drive to promote American trade in Lebanon and the rest of the Middle East are approximately 450 American firms who maintain regional offices in Beirut. This represents an increase of over 50 firms during the past 12 months. Most of these businessmen expect substantial increases in their overall activities in the area, even though their business in Lebanon may remain at approximately the 1968 level.

Should there be any easing of the political difficulties which have plagued the area since the June war in 1967 both Lebanese and foreign businessmen foresee a resumption of much more prosperous conditions. Despite the Dec. 28 Israeli raid on Beirut Airport and the unsettled economic and political conditions in January, many Lebanese businessmen continue to anticipate an improvement in business.

One significant improvement in the business climate is a healthier banking situation combined with the shake-out of uneconomic business units during the past two years.

Looking at the economy as a whole, the weakest elements appear to be in the construction field, with new building applications approximately 50% below 1966 levels. Real estate transactions have come to an almost total halt and there is some evidence that money formerly being invested in real estate is being attracted abroad by the promise of better returns.

Although the number of European and American tourists has dropped substantially due to the lack of direct access from Lebanon to the Holy Land, this was more than made up by an impressive influx of tourists from other Arab countries during 1968. These Arab tourists not only came in record numbers but they stayed throughout the summer season; one estimate puts the total of their spending at $100 million on goods and services while in Lebanon.

The Government of Lebanon is making efforts to encourage this type of tourism. The hotel industry in general enjoyed a good year in 1968 and is hoping to see an expansion in its business this year. Plans for both a Hilton Hotel and a Sheraton Hotel have been completed and the owners' representatives hope that construction will start on both projects during 1969. Lebanese hotel owners are keenly aware, however, that Lebanon's appeal to tourists, both Arab and Western, is as a vacation land and, therefore, optimistic predictions for 1969 are qualified by the statement—"if there is stability in the area."

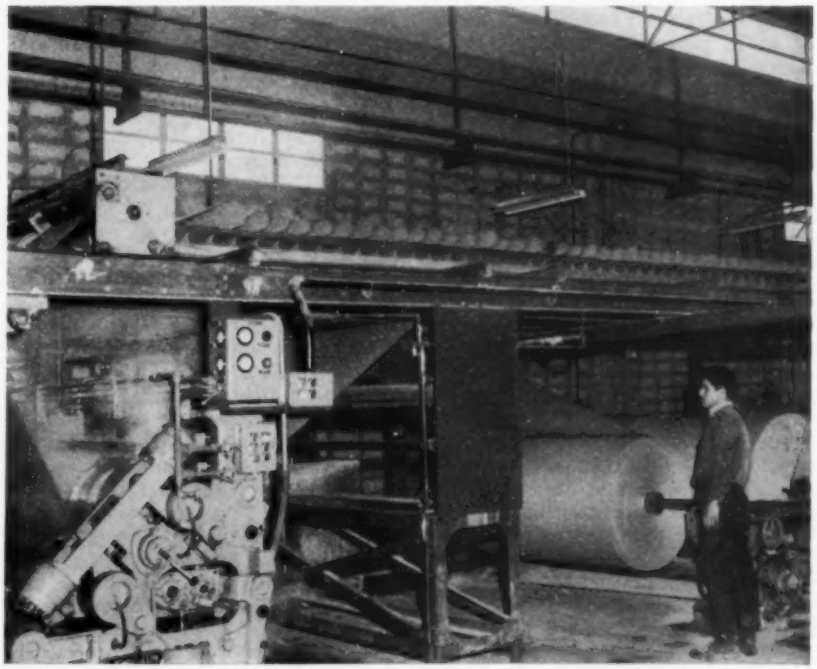
Substantial progress

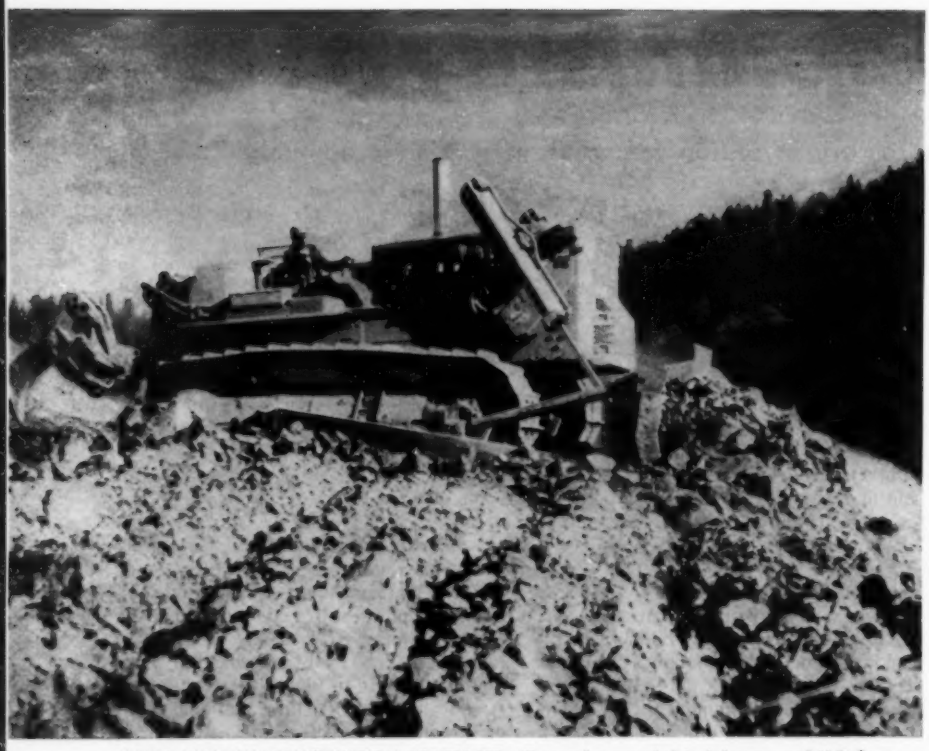
There was substantial progress last year in Government efforts to rehabilitate the banking sector of the economy. Total bank deposits on Sept. 30, the latest official figures available, amounted to $1 billion, as compared to $790 million on Dec. 31, 1967. The list of Government approved banks dropped from approximately 93 at the time of the Intra Bank crash in the fall of 1966 to 76 as of Jan. 2, 1969. Some of the banks were eliminated, and in their liquidation the Government undertook to reimburse their depositors, others voluntarily liquidated their commercial banking business to concentrate in the investment field.

Perhaps the most outstanding phenomenon of the year was the large number of American banks which bought interests in Lebanese banks as a means of establishing themselves in the market while still complying with a ban against the opening of new banks or branches. During 1968, Continental Illinois Bank and the United California Bank followed the example of the First National Bank of Chicago, which secured a position in Lebanon during the latter half of 1967, bringing to eight the number of U.S. banks offering full commercial facilities in Beirut. Two additional American banks, the First National Bank of Boston and the Chemical Trust Bank of New York, opened representative offices in Beirut during 1968.

Lebanese bankers generally, although

INDUSTRIAL EXPORTS HAVE SCORED Lebanon's most spectacular recent economic successes, rising from $22 million in 1966 to $41 million in 1968. UNIPAK's corrugated container plant near Beirut makes the packaging for many Lebanese exports out of kraft materials imported from the United States.





MAJOR HIGHWAY CONSTRUCTION CONTRACTS will soon be awarded in Lebanon, and U.S. firms are among the bidders. This Caterpillar D-9 tractor is working at the Lebanon Cement Co. plant at Chekka.

naturally concerned at political tension and high interest rates in Europe, are anticipating that their business for 1969 will be somewhat ahead of 1968.

The continued closure of the Suez Canal during 1968 actually increased the amount of traffic passing through the Port of Beirut. Much of this is transit trade that passes through Beirut en route to other Middle Eastern destinations. Lebanese customs receipts for 1968 totaled $55.3 million, an increase of $10 million over 1967, and they suggest that Lebanese imports during 1968 were very close to 1966 levels.

Most spectacular gains

Industrial exports have scored the most spectacular advance on the Lebanese economic scene, rising from $22.2 million in 1966 to $28.2 million in 1967 and $41.5 million in 1968. The principal products exported are manufactures of metal, food products, textiles, and chemical products.

According to the Lebanese Chamber of Commerce, requests for export documentation increased approximately 40% in 1968, which probably reflects the rapidly increasing industrial exports, good exports of Lebanese fruit and produce, and a flourishing entrepot trade.

Major American exports to Lebanon during 1969 are expected to be aircraft and equipment, automobiles, wheat and flour, air conditioning equipment, pharmaceuticals, and cigarettes.

Good American aircraft sales were ensured for 1968 and 1969 when Middle East Airlines (MEA) purchased four Boeing 707-320 C's valued at $43 million. Two were delivered in late 1968 and two are scheduled for delivery this fall.

To replace equipment lost in the raid on the Beirut Airport MEA may order an additional Boeing 707-320C, and three Boeing 727-200 short-to-medium range tri-jets for late 1970 or early 1971 delivery.

The rapidly expanding Lebanese freight carrier, Trans Mediterranean Airways, has expressed a desire for two Boeing 707-320C aircraft for early 1970 delivery, provided suitable financing can be arranged.

Approximately $4 million worth of wheat was purchased by Lebanon during 1968 on U.S. Commodity Credit Corp. (CCC) terms. As the program has been continued into 1969, and Lebanon has streamlined its procurement procedures, sales during 1969 might well approach $10 million. Other American farm products which continue to move into the Lebanese market include animal feed preparations, corn, cotton, soybeans and oats. It is expected that such shipments will total anywhere between $5 million to $10 million in 1969.

During 1968 Lebanon continued to play an important role as a crude petroleum transit country, with a record 1.5 million barrel-per-day throughput and exports by the Iraq Petroleum Co. terminal at Tripoli. Both throughput and exports were up 50% over 1967. The Trans-Arabian Pipeline Company terminal at Sidon reported throughput up 42% and exports up 47%. During 1969 both throughput and exports from Lebanon are expected to exceed the levels reached in 1968.

The Lebanese petroleum products market showed good gains during 1968, with a return to a more normal increase of over 7% in gasoline sales as compared to slightly over 2% in 1967; gas oil sales were also up, while the home kerosene market weakened owing to increased use of liquified petroleum gas (LPG); the 1968 increase in fuel oil sales was less than the increment in 1967 owing to warmer weather and greater rainfall, particularly at the end of 1968, which allowed dual-powered electric generating stations to use hydro energy for a longer period. The 1969 increase in the sale of petroleum products is expected to exceed the increases in 1968.

Although Lebanese automobile registration statistics for 1968 reveal a scant 3% increase over 1967, U.S. export statistics show an increase of almost 27% in the sale of U.S. vehicles in 1968. Many automobiles purchased in Beirut by Arab buyers are registered in the buyer's country rather than in Lebanon and are not covered by Lebanese registration statistics, nor do the Lebanese statistics include vehicles sold from the free zone or military vehicles purchased by the Government. Dealers are confident that 1969 will show some improvement over 1968.

Air conditioning equipment

American sellers of refrigeration and air conditioning equipment expect to have a good year in 1969 in the Middle East as a whole. The building slowdown in Lebanon is likely to reduce the sales of central air-conditioning plants. This decline, however, may well be offset by increased sales of window air-conditioners. An increasing number of Lebanese are now demanding air-conditioning during the summer months.

Pharmaceutical sales were good during 1968 and the industry is confident that this trend will continue through 1969 as purchasing power is rising rapidly in the region. The Government of Lebanon is expected to purchase substantial quantities of medicines in anticipation of the medical services offered under the Lebanese Social

Security plan scheduled to begin in October.

Sales of household appliances were better than expected in Lebanon last year. The active summer season, the improved bank credit situation, and good Christmas sales permitted distributors to work off the large inventories with which they had entered the year. Prospects for 1969 are tempered by growing credit costs and the uneasiness caused by the political repercussions of the airport raid. Barring any untoward political developments, most firms are expecting to at least equal 1968 sales.

In 1968 the Lebanese tobacco monopoly sold 543,000 kilograms of American cigarettes compared to 517,000 kilograms in 1967, a substantial advance despite a price increase. Estimated sales during the first three months of 1969 have been about 10% or 15% below the same period last year. In spite of this slow start officials of the tobacco monopoly expect cigarette sales to improve during the later part of 1969. They are confident that American cigarette sales will exceed 550,000 kilos in 1969.

The rapidly increasing demand for the "O.K." brand, which is a Lebanese-manufactured blend of American tobacco, resulted in 1968 imports of 90 tons of Virginia leaf tobacco and 30 tons of Burley. Leaf tobacco orders were placed during January 1969 for 150 tons Virginia and 100 tons Burley. The tobacco monopoly expects to double this amount before the year is ended.

A wide variety of American food products were displayed for one week by the U.S. Dept. of Agriculture at the U.S. Food Products Exhibit in the Phoenicia Hotel in Beirut during October. Careful advance work brought a large number of buyers to Beirut with their order books from countries such as Saudi Arabia, Kuwait, the Trucial States and Jordan. Significant quantities were sold at the exhibit itself and it is expected that sales of American food products in the region will increase as a result of this exhibit.

At least three American firms concluded joint venture agreements with Lebanese partners for manufacturing plants during the past year.

Otis Elevator Co., in partnership with its Lebanese distributor, reached an agreement for erection of a plant to assemble elevators for the Near Eastern market. The plant is scheduled to go into production during 1969.

Another American-Lebanese joint venture was announced in late February by officials of the National Filter Corp. of Mt. Vernon, New York who will join the Company for the Production of Fruit Juice and Concentrate. This company, with an initial capital of $800,000, will erect a plant in Chekka, Lebanon, for the production of apple and grape juices and concentrates. It will provide an outlet for what has become a very large surplus of apples and at the same time will produce a highly marketable export product. Construction of the plant will begin as soon as financial arrangements have been concluded.

Contributing to the rapid growth of the industrial sector is another joint venture, between Rheem Manufacturing Co. and well known Lebanese interests, for a plant to manufacture steel drums. The plant was scheduled to go into production during February or March.

Public contracts

Government development projects offer interesting opportunities for American firms. In 1968 a contract for the erection of an earth station for the Lebanese PTT was awarded to Page Communications Engineers. The project is expected to be completed in August, and will offer a large measure of relief to Lebanon's hardpressed international communications system and to the American firms operating out of Lebanon.

A major project scheduled to be awarded in 1969 is the airport expansion program. American firms are showing an active interest in this business.

Contracts for engineering services as well as for major highway construction jobs are currently under a study by the Government of Lebanon, and American firms are among those being considered.

Rising industrial production, major government projects and a steadily rising standard of living offer ample opportunities to American firms willing to compete for a share of Lebanon's trade. The competition is tough, however, and American firms will have to compensate for rising prices with better products, better service, better deliveries and competitive credits.

In assessing the prospects for American exports to Lebanon in 1969 consideration must be given to the effects of the U.S. longshoremen's strike which stopped all shipments from the U.S. East Coast and Gulf ports for more than a month-and-a-half. While accelerated shipments during the balance of the year can help recover trade lost during the strike, some diversion undoubtedly has occurred as Lebanese importers were forced to seek alternate sources of supply for goods customarily purchased from the United States.

SALES OF U.S. CIGARETTES TO LEBANON are running 10-15% below their 1968 levels, but are expected to improve during the second half of 1969. These cigarettes are stored in new facilities at Port of Beirut.

Germany's pace quickens

Strong market for U.S. industrial items seen; American commercial sales rose 18% in '68

Germany's growth tempo in the closing months of 1968 accelerated dramatically over the already high rates of the earlier recovery period, with the real Gross National Product in the last quarter exceeding the fourth quarter of 1967 by at least 10.5%. Corresponding percentage gains for industrial production and new orders were, respectively, 13.5% and 18% according to the semiannual Economic Trends Report from the U.S. Embassy in Bonn.

This burst of activity carried GNP in constant prices for the year as a whole to a level nearly 7% over 1967, with the growth rate for GNP in current prices reaching almost 9%. These results take on added significance in light of earlier predictions of 1968 real growth in the 4-5% range.

Despite the widely publicized American deficit in bilateral trade with Germany last year, U.S. commercial exports rose by 18% (declines were recorded for agricultural and defense items).

Due to a combination of circumstances, prospects for U.S. manufacturing exports to Germany in the coming months are quite good. Continuing strong German domestic demand and rising prices provide a generally favorable climate for U.S. exports, as well as improving competitive conditions for American exporters in third-country markets. Even more, the German Government has adopted a policy of actively encouraging imports in order to reduce the persistent balance of payments surplus, a policy which may not be limited to the 4% tax refund on imports discussed above.

A recent U.S. Embassy poll of over 100 leading German companies which import American products clearly indicated a favorable outlook for the continued competitiveness of many U.S. industrial products on the German market. The poll's results confirm that the U.S. competitive advantage is greatest in advanced technology sectors.

While it is not surprising that electronics was cited as a particularly favorable area, it is interesting that chemicals and specialized machinery were also singled out for their market potential. Among other frequently mentioned growth prospects are automotive equipment, instrumentation and control equipment, medical and surgical equipment, and packaging and handling machinery. It is also worth noting that the Federal Government is placing increasing emphasis on science in its budget, as well as offering incentives for new private investment in research and development.

GERMAN INDUSTRIAL PRODUCTION AND NEW ORDERS were 13.5% and 18% above their levels a year earlier during the fourth quarter of 1968. Below, the Volkswagen plant at Wolfsburg.

German imports of U.S. farm products declined for the second consecutive year, from $590 million in 1967 to $547 million in 1968. This year's imports should equal 1968's, with some possibility of a 5% increase.

German requirements for soybean meal remain below the high 1966-67 level. U.S. tobacco shipments, however, should recover from a decline last year. The economic upswing is bringing larger demand for U.S. livestock by-products and raw pelts, but world supply and price conditions will continue to depress U.S. cotton sales. Poultry exports remain hampered by high EEC import levies. Grain and rice imports from the United States in 1969 are expected to be at last year's level.

Source of funds

U.S. firms, particularly those active in Europe, may well look increasingly to Germany as a potential source of long-term funds. German gross private long-term capital exports, at the unprecedented level of nearly $3 billion in 1968, proved a major unexpected element in keeping the overall balance of payments surplus within bounds. Most of this outflow was in the form of bank loans and deutschemark-denominated bonds. Although some slowdown in issuance of such bonds occurred last fall, due to revaluation fears and introduction of a rationing system to prevent overburdening the German capital market, the volume of new foreign issues is again at previously high levels.

So long as the interest rate differential between the German capital market and foreign financial centers remains wide—and with normal business loans available at 6.5%-7.5%, it is at present considerably cheaper to borrow in Germany—a sizable long-term capital export can probably be anticipated again for the current year.

American companies may also note the success of a number of new Bundesbank policies in channeling out of Germany the speculative inflows of last autumn. Since most of these short-term funds found their way to the Euromarkets, German banks are becoming a prime supplier of financing to U.S. firms borrowing on these markets. Bundesbank measures include a 100% minimum reserve requirement on new foreign deposits in German banks exceeding a given level; a

procedure (recently rescinded) whereby banks had to apply for special permission before accepting new foreign accounts and credits; and establishment of favorable dollar swap rates to encourage movement of bank funds abroad. Regulations forbidding payment of interest on nonresident bank accounts also remain in force.

In the context of searching for ways to reduce the German balance of payments surplus, leading Government and banking figures are increasingly urging a serious attempt to stimulate German direct investment abroad. The Government is reportedly preparing a proposal which might involve credits and/or interest subsidies to German firms investing abroad.

The main impulses for the extraordinary 1968 expansion came from industrial investment, which rebounded with unexpected vitality from the 1966-67 recession, and from an export boom far surpassing earlier predictions. Total investment in fixed assets grew by roughly 10%, virtually erasing the losses of the recession, while a massive inventory restocking—$1.9 billion—was a further major contributor to the upswing.

Although strong domestic demand boosted imports of goods and services by 13% in 1968, exports of goods and services climbed at the same rate, resulting in an unprecedented high net foreign balance on goods and services of $4.5 billion, exceeding even the $4 billion recorded in the recession-year 1967.

Private consumption expanded at a more leisurely pace in 1968—5½%—although higher employment and wages resulted in some acceleration toward the end of the year.

Trade Center shows

The U.S. Trade Center in Frankfurt, on the basis of market surveys showing maximum sales potential, is planning exhibits during the coming months for frequency measuring and test equipment, advanced medical equipment, computer graphics, electrical connectors, and electromechanical components. The U.S. Department of Commerce is also sponsoring major exhibits of fluid transfer and power equipment, and packaging machinery and materials. Also scheduled for early fall is a floating exhibit stopping at Rhine River cities with demonstrations of U.S. industrial process controls and instrumentation.

STRONG PUBLIC INVESTMENTS in road, subway and housing construction are helping to strengthen the German economic expansion. This is a modern planned community in the Hamburg area.

A strongly expansive tone will continue to characterize at least the first half of the current year. Production and sales are developing strongly, unemployment remains low by any standards, and industry order books are full. Business confidence, as measured by surveys, is even higher than during the previous 1964-65 boom, and industrialists plan to invest one-fifth more this year than last.

Exceptional activity at the Frankfurt Spring Fair—Germany's largest for consumer goods—augurs well for this sector. Particular strength is also indicated for the chemical industry, electrical equipment, and paper, while iron and steel, nonferrous metals, automobiles, and rubber should show higher-than-average activity in coming months.

Examples of significant new investment projects planned for 1969 include a $110 million Volkswagen plant in Salzgitter, two huge nuclear power plants of Siemens and AEG-Telefunken, and large new aluminum smelters in Essen, Hamburg and Dinslaken. Civil engineering and road and subway construction projects, stimulated by continuing high investment at the local government level, should also show strong results this year.

Despite the current signs of strength, however, the outlook for 1969 as a whole is somewhat paradoxical. It is a generally accepted thesis that the phenomenal growth rates of 1968 will not be repeated as the economy strains against limits of capacity and skilled labor. Estimates of probable real growth vary, however, from the Government's 4.5% target down to a pessimistic 3.2% forecast by the respected Ifo Institute of Munich.

The Ifo Institute analysis, based to a large degree on historical experience in Germany with an "18-month investment cycle," predicts a slowdown of overall demand, with the growth rate of real GNP dropping to only 1.8% in the second half of 1969. It is assumed that the current investment and inventory upswing, which began in late 1967, would simply run out of steam by mid-year, as additions to capacity will then be seen to have outrun market demand.

However, a number of factors might prevent such a marked change in economic climate. The still-growing strength of consumption, bolstered by an accelerating rate of wage increases, could provide a strong stimulus through the year for continued high investment in capacity

RISING CONSUMER PRICES are creating unease in German Government circles, and may produce demand-restraining policies. This self-service market is equipped with U.S.-made refrigeration equipment.

expansion. Already major wage settlements in recent weeks have averaged 6.5%-7.5% (compared with a 4% increase in negotiated wage rates last year).

Import competition and rising wage bills will also place a premium on investment in rationalization. Moreover, funds are readily available for investment; the business sector has substantial liquidity built up from last year's exceptional profits, while the banking system remains highly liquid. Further incentives are found in new Government programs providing bonuses for certain investments, as well as in an across-the-board reduction in the investment tax rate from 8% to 7%.

On the supply side, labor market conditions provide a further argument against underestimating the potential for expansion this year. Business surveys indicate that the percentage of firms with definite labor shortages is still considerably below that reported during the entire period from mid-1959 to early 1966. Although unemployment is quite low, the total number of employed has not yet reached pre-recession levels, thus suggesting some additional leeway for additions to the labor force. Finally, while rehiring of foreign workers has proceeded rapidly, their number (at 1.1 million) is still below the pre-recession level and there is evidently room for expansion.

Sticking by earlier promises not to revalue the deutschemark, the Government instead instituted late last year a special 4% tax on exports not covered by Common Market agricultural agreements (2% on other agricultural and some educational products), and a corresponding rebate of import taxes, both effective through March 1970.

Due to the timing of the export tax, the immediate effect of the measures was a substantial shifting forward into late November and December of exports which otherwise would have occurred in the new year; this may have artificially added $400-$500 million to the 1968 trade surplus.

Hopes to cut surplus

The Government hopes that the measures, when they become fully effective, will eventually reduce the German trade surplus by between $750 million and $1 billion over a full year period. It is important to note, however, that even if an effect of this magnitude is realized, it could hardly fall completely in calendar year 1969. The impact of the tax measures could be vitiated to the extent that prices and demand continue to rise rapidly in Germany's major trading partners.

To a great extent, the success of the measures will also depend on the behavior of German exporters. Their initial reaction has apparently been in many cases to absorb most of the tax and increase their prices only slightly, in an effort to hold on to foreign markets, but this situation could change in coming months. The full effect of the rebate on import prices is also not yet evident.

A 2% seasonally adjusted half-year increase in the consumer price index from July to January evidences a definite change in the price climate, arousing growing unease in both Bundesbank and Government. The German public is traditionally extremely sensitive to price changes, after having seen savings wiped out twice in two generations by runaway inflation. This consideration, which is symbolized in the official policy goal of limiting average annual price increase to 1%, argues for a demand-restraining policy, particularly with Federal elections scheduled for late September.

Little maneuvering room

The room for maneuver for monetary policy, however, is definitely limited by balance of payments considerations—interest rates must be held relatively low if foreign exchange inflows are to be discouraged and capital exports stimulated. Therefore, the burden of any anti-inflationary decision will fall on fiscal policies. Government spokesmen recently announced that maintenance of price stability is now the most immediate economic policy problem.

In anticipation of some dampening of domestic demand due to the border tax measures, the Government had formulated earlier this year an expansion-oriented program of "flanking measures," which would have resulted in a total increase in public expenditures of approximately $750 million over those originally budgeted for 1969, representing a growth of 9% over the 1968 results.

A major element of the program involved the return of higher-than-originally-budgeted 1969 tax receipts to the economy in the form of new public investment projects. Other aspects include Government help to industries particularly affected by the trade tax measures and investment bonuses to stimulate private investment in certain regions and sectors.

In light of the new concern for price stability, it is highly doubtful that the program will be fully implemented. Instead, it is possible that the Government may divert tax revenues to reduce net public borrowing, while canceling or stretching out public investment projects. Such fiscal measures could, however, complicate the task of achieving balance of payments equilibrium, particularly if prices and demand in other major trading countries continue to rise at significantly higher rates than those in Germany.

Harvest aids Morocco rise

Need to improve agricultural exports creates sales possibilities for United States

The Moroccan economy is clearly on the upswing, primarily due to the excellent harvest in 1968 and the promising outlook for agriculture in 1969. Increased consumer demand has reflected the rise in family incomes, the textile industry being among the first beneficiaries.

The semi-annual Economic Trends Report from the U.S. Embassy in Rabat says that a number of interesting export possibilities for U.S. businessmen could develop out of the desire of Morocco to improve the quality and pricing of her agricultural exports. For instance, growers of export fruits and vegetables have been studying problems of treating and packing foodstuffs so as to reduce spoilage and enhance their appearance, and also to identify the country of origin for advertising purposes. Moroccan costs of packing cartons and tin cans are excessive, resulting in higher costs to processors and non-competitive prices on the world market. American manufacturers of packaging machinery and purveyors of innovations in packing and shipping techniques should find Morocco a receptive market.

Food processing machinery, including small-scale installations for making concentrates of or drying pimentos, tomatoes, onions, garlic and peppers is required for agro-industry programs. Inconsistent quality controls and varying standards often make Moroccan-processed concentrates, condiments and flavorings unacceptable for incorporation in American-prepared foods. Manufacturers of food machinery, in cooperation with investors, might explore the possibility of reequipping selected Moroccan plants so they could achieve the desired quality standards, and in some cases become contract suppliers to American or European firms.

Pattern remains same

The commodity distribution pattern of American exports to Morocco (aside from grain) probably will remain the same, although, with a rise in consumer demand and capital investment, quantities may increase. Competition from European suppliers is likely to grow. Because of long association with France, Moroccan businessmen are accustomed to French products and to conducting business according to French methods.

While the French share of the Moroccan market has slowly but progressively declined during the last few years, other European countries, notably Germany, Italy, the Netherlands and the Scandinavian countries, have stepped up their trade and investments in Morocco. They enjoy linguistic and geographic advantages, including frequent and rapid transportation between Morocco and Europe, which enhance their ability to cultivate the Moroccan market.

Thinking small helps

European suppliers are often content with sales of small lots of merchandise, and with bidding on minor public works projects in the hope that these will lead to more important deals. American suppliers tend to ignore such opportunities on the grounds that they are insufficiently remunerative. Household appliances, radios, ready-made clothing, pharmaceuticals, tableware and utensils are examples of products which are and undoubtedly will continue to be imported almost exclusively from Europe rather than the United States, although a substantial and growing market for these items exists in Morocco.

Moroccan importers complain that the credit terms offered by U.S. firms are less lenient than those offered by European competitors. American businessmen who hope to accelerate their trade with Morocco must be prepared to offer terms which will equal if not better those of established European suppliers.

Investments can be recommended in industrial enterprises related to the production and processing of foods and the manufacture of tools, machines and consumer goods which will supplant imports and for which unskilled Moroccan labor can be readily trained.

"Mass tourism" has been the theme of many recent pronouncements on the future of the tourist industry. Complexes owned or operated by travel clubs, and hotels with tie-in arrangements to airlines have a growing role in catering to tourists' needs. In the process, facilities geared to independent travelers' needs are receiving less attention.

Investors interested in the Moroccan tourist industry are well advised to follow the trend toward mass tourism. Cooperative arrangements with travel agencies, other hotel chains and bus, ship and airlines, as opposed to the "go it alone" approach, seem to offer the most promise of success in these ventures.

The Ministry of Tourism has turned over the management of two of its seaside hotel complexes in Al Hoceima and Restinga to the Club Mediterranee, and the Club Europeen du Tourisme (CET) has leased the Altair-Sofitel hotel at Cabo Negro. The Club Mediterranee already operates vacation villages in Al Hoceima and Agadir, and the CET has a similar resort in Tangier. In 1968 these three complexes accommodated 23,000 tourists.

Agreements concluded

The CET and the Diner's Club on the one hand, and the Club Mediterranee and American Express Company on the other, recently concluded agreements opening the premises of CET and Club Mediterranee in Morocco to non-Club members who are on tours run by the respective travel agencies. The special group rates from which participants in tours and travel clubs benefit are expected to attract tourists who might otherwise be deterred by the relatively high prices of hotels and meals in Morocco.

The accessibility of Morocco to foreign tourists has been improving. A low-fare car ferry between Southampton and Casablanca began service in November and has proved popular. Passenger traffic on the principal airlines serving Morocco in 1968 was up 20% over the previous year. A major justification for acquisition by Royal Air Maroc of a Boeing 727-200, to be delivered in May 1970, was the anticipated growth in tourist traffic.

Prospective investors in hotels and tourist complexes were offered improved loan conditions and simplified procedures with the issuance on Jan. 1 of new regulations governing loans by the Credit Immobilier et Hotelier (CIH). Among the modifications are provisions for credits covering 70% to 90% of the costs of building, renovating or equipping tourist accommodations. Interest is set at 4½% for 20 years in the case of new construction, and 10 years in the case of equipment loans.

The important textile industry was hard hit in 1967-68 by a combination of factors —over-expansion of the local industry, diminished internal consumption due to poor harvests and consequent limited purchasing power, and cheap imports. The excellent 1968 harvest and favorable prospects for 1969, plus restrictions on textile imports, have given the industry a new lease on life.

A number of Moroccan textile firms have expressed interest in developing the capacity to produce synthetic yarns and fabrics, since man-made textiles are increasingly popular even for making traditional clothing. Once Morocco is equipped to make its own synthetic thread, necessarily from imported yarn, it is probable that production of textiles from artificial fibers will equal or even out-distance natural fiber textiles.

Due to the record-breaking crop harvested last summer, Morocco's GNP showed a spectacular 10% gain at constant prices in 1968. Although part of the large jump in agricultural production was the result of improved techniques and increased inputs, especially of fertilizers, most of last year's increase was due to particularly favorable weather conditions after two years of drought.

Although present prospects are for a definitely better-than-average grain harvest in 1969, it will be, at best, less than last year's. However, growth in other sectors of the economy which will benefit from the multiplier effect of the exceptional crop and the high investment levels of the past two years (over 13% of the GNP during 1968), should more than compensate for the anticipated drop in agricultural earnings in 1969. With the realization of the Five Year Plan, which is off to a good start, and the probability of increased private investment, the 4.3% annual growth rate over 1968-72 projected by the Plan seems quite feasible.

There has been above-average rainfall throughout most of Morocco since Nov. 1, with the exception of the extreme eastern region. Because of the delay in arrival of autumn rains and excessive rainfall once it came, less land was plowed and planted to wheat and barley than last year. However, it is expected that this land will be sown with corn, sorghum and pulses in the spring and that the total acreage planted will equal that of last year. The outlook, as stated above, is for a good harvest in 1969 provided weather conditions remain favorable.

Cold hits citrus

Citrus, on the other hand, suffered from the effects of a cold snap during the flowering period last spring. The fruit tends to be smaller and of lower quality than last year, and thus less suitable for export. While the abundance of culls is welcomed by the canneries and other users of industrial fruits which complained of a shortage in 1968, it will cut into the more lucrative revenues from exports.

Growing and exporting to Europe of fresh fruits and vegetables, including tomatoes, potatoes, asparagus, strawberries and green beans is increasingly important. The Souss, because of its warmer climate, can ship to Europe ahead of the rest of Morocco and long before European produce reaches the market. Access to the port of Agadir is a further advantage. The Ministry of Agriculture and the Moroccan Export Office, recognizing this region's endowment as a potential market garden for Europe, have been promoting the cultivation of high quality, luxury produce which will fetch high prices abroad.

In presenting the Moroccan Budget for 1969, Minister of Finance Tahiri pledged to continue the Government's policy of "Positive Austerity," which features full support to development programs while keeping current expenditures at a minimum. He pointed to the success of this policy during 1968 when the Government spent the equivalent of $200 million on development, a new record and at the same time achieved a small surplus on the current budget although a deficit had been foreseen.

The Development Budget for 1969 has been set at the equivalent of $230 million, or 3% greater than last year's estimate. The Minister announced that $28 million in revenues from Government enterprises (the phosphate office, the tobacco monopoly, the central bank, the produce marketing board, and others) which has been used for current expenditures will be earmarked for the Development Budget.

To compensate for this loss in revenue for the current budget a number of taxes have been increased. The maximum tax rate on company profits has been increased from 44 to 48% and that on personal income from 30 to 36%. Taxes on gasoline and cigarettes have been increased and the maximum rate of the turnover tax is now 12% instead of 8%.

These increases and anticipated growth are expected to more than make up for the $28 million being transferred to the Investment Budget and, even though the current budget for 1969 at $548 million is 4.7% greater than last year's, a small surplus is anticipated.

The heavy disbursements for development last year, in conjunction with the large payments due for wheat which had been purchased from France during the drought years of 1966 and 1967, placed Moroccan foreign exchange reserves under considerable strain. To meet these extraordinary demands, the Moroccan Government used, for the first time, its standby drawing rights with the International Monetary Fund. It drew $36.5 million from the Fund under these arrangements last year, and, Morocco's gold tranche with the Fund amounting to $13.5 million also was withdrawn.

Best U.S. prospects

Heavy equipment for construction, mining and cargo handling, telecommunications installations (usually in response to international calls for bids), synthetic yarn, spinning machines for making synthetic thread, dyes and chemicals, fertilizers, electric power machinery, automotive parts and farm equipment, pumps and irrigation equipment, electronic controls and instruments, heating and air conditioning and refrigeration systems for hotels offer the best prospects to American exporters. The need for engineering and consulting services also is growing in Morocco.

ADB's first Philippine loan aids private development firm

The Asian Development Bank has approved a loan of $5 million to assist the Private Development Corporation of the Philippines (PDCP) in financing private industrial and other productive enterprices in the Philippines.

The loan, the Bank's first program of financial assistance in the Philippines, will be channeled through the Philippine National Bank (PNB) to PDCP, which will in turn extend credits to specific development projects.

The PDCP was established in 1963 under the Philippine Corporation Law for the purpose of assisting in the creation, expansion, and modernization of private productive enterprises in the Philippines by extending medium and long-term loans, underwriting shares and securities, guaranteeing loans, and providing managerial and technical assistance.

Projects financed by the PDCP accounted for about 4% of private investment in the Philippines during 1963-67. Total loan approvals as of Dec. 31 stood at P175.0 million ($44.8 million).

The PDCP's operations have been consistently profitable; net earnings in 1968 were P1.95 per share of P10. Total assets at the end of 1968 showed a rise of 21% over 1967.

Central African Republic outlook stays uncertain; U.S. commercial role expected to remain minimal

Structural nature of economic problems indicates no early solution; French likely to maintain paramount economic role

Although serious development efforts are being made in the Central African Republic, the country's inherent structural problems make its economic future uncertain. Although efforts to increase productivity in cotton have been quite successful during the past few years, agriculture remains essentially a subsistence sector according to the annual Economic Trends Report from the U.S. Embassy in Bangui.

The continuing problems inherent in the slender fiscal resources of the Central African Republic and its ever-expanding budget, as well as its basic inability to balance its external trade, do not bode well for the future.

U.S. business interest in the Central African Republic has been minimal and is likely to remain so for the foreseeable future whether the economy prospers or declines. The country is, after all, a very small and isolated market which traditionally has offered few attractions to U.S. business and it is still essentially dependent upon France economically and politically, and oriented toward France in its trade and investment patterns. There is little likelihood that this situation will change in the near future.

Overwhelming presence

Illustrative of the special French role are: (1) the French guarantee (through Central African Republic membership in the Franc Zone) of convertibility at a fixed rate of the Central African Republic's currency; (2) heavy French development and technical assistance expenditures without which the economy and many essential services would markedly deteriorate; and (3) continued French control of nearly all modern commercial, industrial and agricultural activity. As might be expected, such an overwhelming French presence orients almost all of the few attractive trade and investment situations toward France.

The Central African Government has made clear that it would welcome private investment from the United States and that it is willing to take reasonable steps to make investment opportunities feasible and attractive. There are in force an investment guarantee agreement with the United States and a liberal investment law offering various tax and customs advantages to new industries. Through its membership in UDEAC, the Central African Republic offers access to the markets of Congo (Brazzaville), Gabon and Cameroon.

Nonetheless, no new U.S. capital has been attracted to the Central African Republic. The principal reasons are: (1) attractive investment opportunities are few and those that do exist normally involve processing of local products for local consumption; (2) the potential for local (governmental or private) capital participation in new enterprise is extremely low; and (3) those few promising investment situations which arise from time to time are normally initially offered to French firms because of existing trade and investment patterns as well as the likelihood that French government financing or investment guarantees can be secured. Therefore, there has been little attraction for American capital.

There also appears little likelihood that U.S. exporters will gain a larger share of the Central African Republic market in the near future. The UDEAC tariff structure, which favors imports from the countries of the European Economic Community, results in prices 30% higher for American goods than those for similar European products; licensing and exchange control restrictions not applicable to franc zone imports; and traditional credit and trade relationships with France in particular and Europe in general all act to make imports of American products relatively unattractive to businessmen.

Factors on the American side limiting export expansion are the unwillingness or inability of many U.S. firms to do business in French, to offer credit terms as favorable as those offered by European competitors, to quote prices c.i.f. rather than f.o.b. and to offer as prompt deliveries as those of European exporters. For the present, it would seem that only U.S. companies enjoying great competitive advantages over European competitors in quality or cost, or those exporting through European subsidiaries, will be able to increase exports to the Central African Republic.

In February 1968, because of dissatisfaction at the way in which policies were being implemented within the five-nation (Central African Republic, Congo [Brazzaville], Chad, Gabon, and Cameroon) *Union Douanière et Economique de l'Afrique Centrale* (UDEAC), both the Central African Republic and Chad withdrew from the regional grouping and together with Congo (Kinshasa) established the *Union des Etats de l'Afrique Centrale* (UEAC).

The new organization adopted a charter which on the economic side was virtually a carbon copy of the UDEAC charter. However, political cooperation between the members was to have been much closer in UEAC than in UDEAC. UEAC was hampered from the outset by two virtually insoluble problems.

First, the size and relative industrial development of Congo (Kinshasa) made it impossible for the much smaller and less developed Central African Republic and Chad to become economically equal partners. While none of the three partners stood to gain much from the new arrangements in the economic field, it was obvious that Congo (Kinshasa) would merely enlarge its markets to encompass those of the Central African Republic and Chad and, therefore, any industrial development

Diamonds play big role

The diamond industry, producing as it has in recent years approximately 50% of export revenue, is the most important activity in the monetized sector of the economy. Since 1960 when individual collectors were first authorized to begin operations in the diamond field, production has steadily climbed. In 1968 a record 609,360 carats of industrial and gem stones worth more than $18 million were produced. The increase in production in 1968 (17% higher than in 1967) was primarily due to an increase in the number of individual collectors, increased use of simple mechanical devices, such as pumps, by the collectors and a more rational organization of the work.

which the two smaller partners might reasonably hope to obtain would be strangled at birth by the need to compete with established Congolese industry.

The second problem was that of convertibility of the Congolese zaire with the CFA franc. Neither the Central African Republic nor Chad as members of the French franc zone sharing a common currency with a number of other French-speaking African states can make unilateral decisions on convertibility with other currencies. Apparently the French Government was unwilling to permit the free convertibility between the CFA franc and the zaire called for in the UEAC agreement and neither the Central African Republic nor Chad was willing to go it alone and to lose the benefits of a currency backed by the French franc.

After reviewing these problems and noting that the whole structure of UEAC seemed no closer to realization than it had been ten months earlier, the Central African Republic decided to resume membership in UDEAC and to leave UEAC.

In any case, the Central African Republic is now back in UDEAC where, as the sole remaining landlocked member (Chad has not resumed membership), it stands to continue to receive substantial annual subsidies from the organization's solidarity fund, and where it has a much better chance to compete economically with its partners than it did in UEAC.

Serious deficit problem

The Central African Republic deficit poses a serious and continuing problem. Since 1951 external trade figures have shown a deficit every year and only in one or two of these years have these deficits been minor. In 1967 a record deficit of more than $17 million was registered. However, it should be noted that 1967 imports of machinery and equipment for several major new industrial enterprises under the four-year development plan constituted a very significant portion of the deficit.

Since independence (1960-66) the average trade deficit has been approximately $5.4 million. This figure would have been a good deal higher had it not been for the spectacular growth in diamond production and exports which took place during this period.

The Central African Republic trade problem stems from: (1) poor geographic location, making most bulk agricultural exports non-competitive on world markets because of high freight costs to ocean ports; (2) a relative lack of resources (with the exception of diamonds) in heavy demand on world markets; and (3) heavy annual requirements for such costly items as vehicles, communications equipment, machinery of all sorts and certain staple food products (beef, sugar).

It is difficult to see any ready solution for the Central African Republic's essentially structural trade problems. Efforts are being made which may improve the picture somewhat (campaigns to increase productivity of cotton, introduction on a small scale of new exportable agricultural products such as pepper, and the establishment of several new enterprises which hopefully will permit the Central African Republic in a few years to become an exporter of cotton cloth, transistor radios and other items). However, it seems doubtful that the Central African Republic will be able to balance its external trade within the foreseeable future.

Future alternatives

Prospects for the future are not rosy. Expenditures will probably continue to rise at their current rate or even, in certain circumstances, very sharply. If, for example, because of domestic economic problems or changes in political policy direction, France were sharply to cut back her aid, much of which is in the form of payment for technical assistance personnel such as teachers, doctors and technicians of all kinds, the Central African Republic would then be forced to fund these costs from its own slender resources or permit the development of the economic (and perhaps political) problems inherent in contraction of such vital services.

The Central African Republic Four-Year Development Plan (1967-70) calls for total investment in the industrial sector (excluding the energy and minerals field) of $25.4 million. By the end of 1968 $15.2 million or 60% of planned investments had already been made.

Most important event

The most important industrial event in 1968 was the opening of the $10.6 million ICCA textile complex. This plant will by 1970 have an estimated production of six million meters of cotton cloth, 400,000 blankets, 200 tons of sanitary cotton and 2.5 million meters of surgical dressings. ICCA, a joint venture of the Central African Government (40%) and private French interests (60%), will by 1970 employ 700 to 1,200 Central Africans and attain a business turnover of $6.5 million.

An adjunct to ICCA expected to enter into production in 1969 is a $500,000 rosella fiber processing plant which will have a 1970 capacity of 730 tons of fiber sacks and 270 tons of packing material.

A second important industrial project realized in 1968 was the $2.5 million SICPAD industrial complex which comprises an edible and industrial oil mill, a flour mill, a soap factory and a cattle feed plant.

Another important plant opened in 1968 was the $571,000 CICI complex comprising a transistor radio assembly plant and a small factory to produce knitted underclothing, hurricane lamps, pumps and general hardware.

Other projects under way or scheduled for completion before the end of 1970 are the construction of a new $2.7 million abattoir in Bangui with a planned capacity of 40,000 head of cattle annually, an increase in production capacity of the MOCAF brewery costing $612,000, increases in sawmill capacity and construction of a plywood factory costing a total of $3.1 million, and various extensions of textile production capacity.

Tourism prospects improving

In order to restore herds the Central African government banned big game hunting from 1964 to the end of 1966. Since that time there has been a definite increase in the number of tourists coming to the Central African Republic, both hunters and non-hunters. The increase in visitors is due to such factors as the opening in 1967 of a jet airport and a first-class hotel in Bangui, the creation of several privately operated tourist centers in the game region which cater to both hunting and camera safaris, increased publicity on the Central African Republic both by the government and by UTA and Air Afrique (the airlines serving Bangui), and the improvement of the tourist infrastructure in the Bangui area (provision of pleasure boats and motor transport, to improve access to nearby tourist attractions, and construction of more modern facilities at the sites).

Nonetheless, much remains to be done in this sector. The high cost of transportation to and within the Central African Republic as well as that of food and lodging here limits tourist clientele to those able to spend considerable sums for short visits. The delays and complications in obtaining visas (except for citizens of Common Market countries and Israel) frequently deter potential tourists from coming. Also jet service between the Central African Republic and East Africa has not yet materialized. While long-term tourist industry prospects are good-to-excellent, the problems outlined above must be solved before the Central African Republic can really cash in on its undoubted potential.

Japan in new equity step

Foreign control still discouraged in carefully selected list of 155 industrial categories

As the second stage of a four-part foreign capital liberalization program, the Japanese Cabinet has approved the partial or complete removal of restrictions on foreign direct investment in an additional 155 carefully selected industrial categories, effective Mar. 1. Of this number, up to 50% foreign equity investment will be permitted in 135 industrial categories, and up to and including 100% foreign ownership will be allowed in the remaining 20.

The Japanese Government's decision follows by 20 months the first-stage announcement which liberalized 33 industries for 50% and 17 industries for up to 100% foreign ownership (the Japanese Government applies the term "liberalization" to both groupings). Details of these initial liberalization measures were published in the July 17, 1967 issue of INTERNATIONAL COMMERCE. In addition to the 155 industrial categories liberalized, the Government broadened the scope of three categories included in the first-stage list and shifted nine others from the 50% to the 100% ownership category.

From July 1, 1967 until Mar. 1, 1969, the period during which the first-stage liberalization measures operated, there was little of interest to attract foreign investment within the 50 industrial categories. While both qualitatively and quantitatively the second stage shows some improvement over the first, the recent announcement will again disappoint many U.S. and other interests seeking to enter Japan through capital investments.

As in the implementation of the 1967 program, which referred to an "automatic approval" system, the Japanese Government will nevertheless continue to be involved in the processing of applications. Several criteria will be applied in a case-by-case screening to determine the acceptability of the proposed investment. Also to be continued is the stipulation that the program applies only to new direct investment and thus does not cover investment in existing enterprises.

At the same time, no change has been made in the regulations relating to the right of foreigners to purchase freely Japanese stocks that do not carry with them the right to participation in management. An individual foreign investor may own 7% of the shares of a company; and foreign investors as a group may own 20% of the total stock in "unspecified" industries and 15% in "specified" industries. Specified industries include transportation, utilities, shipbuilding, banking, trust companies, freight express, broadcasting, fishing, and mining.

Japan's four-stage program for foreign investment envisions a third-stage liberalization announcement in the fall of 1970 and the final stage by the end of its 1971 fiscal year (Mar. 31, 1972), by which time some degree of direct foreign investment presumably will be permitted in most Japanese industries. Unless the liberalization pattern changes in the last two stages, however, the overwhelming majority of industries will be restricted to the 50% foreign equity category, and a number of "strategic industries" may continue to be barred from foreign participation.

It should also be noted that although the liberalized areas are referred to as "industries" by the Japanese Government, for the most part, they actually represent small segments of industries. Thus, for example, the processing of instant coffee, tea, pickles, vinegar, noodles, corn flakes, and oatmeal is counted as seven industries among the new list of 155.

The Foreign Investment Council, which formulated the new list for approval by the Japanese Cabinet, appears to have recognized that more needs to be done in the field of investment liberalization. In a Letter of Opinion which accompanied transmittal of the list, the Council stated that "At the time of the third round of liberalization of direct investments in our country . . . the Government should make efforts to carry out more positive and more forward-looking liberalization than at present." The Council added that "The individual approval system for non-liberalized types of industries should be operated as flexibly as possible in the future. . . . In this way, the substantial promotion of liberalization should be secured."

The following complete listing of liberalized industrial categories gives limita-

SECOND STAGE OF JAPAN'S PROGRAM to liberalize rules for foreign investors disappointed many outside interests. However, a leading Japanese group has called for the third round to be more positive.

tions or exclusions within some, but not all, of the general industrial areas. In certain cases this type of information must be obtained from the appropriate Japanese Ministry on a case-by-case basis.

Group A: industrial categories liberalized 50%

(1) Insurance; (2) liquors (excluding beer and sake); (3) rubber products for medical and sanitary uses; (4) medical equipment and instruments, other products for medical use (including erythrocyte sedimentometers, sphygmomanometers and clinical thermometers and excluding electronic and radiation types); (5) movie theaters, other theaters and entertainment establishments.

(6) Meat products; (7) agar-agar; (8) processed marine products; (9) canned vegetables and fruits; (10) pickles; (11) edible vinegar; (12) spices (excluding curry powder); (13) simple fodder; (14) baking powder, yeast and other fermenting agents; (15) tea; (16) noodles; (17) instant coffee; (18) corn flakes; (19) oatmeal.

(20) Veneers; (21) plywood; (22) rolled open hearth steel (ordinary steel only); (23) rolled electric furnace steel (ordinary steel only); (24) hot rolled steel; (25) cast iron pipes and tubes; (26) tin cans, other plated sheets and products thereof; (27) files; (28) farm machinery and implements (includes only agricultural tools and implements); (29) fabricated steel and bridges; (30) heat treatment of metals.

(31) Metal springs; (32) boilers and attachments thereof (excluding small boilers, super-critical pressure boilers, atomic reactors, steam generating boilers for atomic power generation and attachments thereof); (33) steam engines, turbines and hydraulic turbines (excluding supercritical pressure turbines, gas turbines for jet type power generation and turbines for atomic power generation); (34) spinning machines (excluding twisting machines and false twisters for chemical-synthetic fibers, and winders); (35) shuttle looms.

(36) Paper making machines; (37) elevators and escalators; (38) manual typewriters, manual calculating machines and manual duplicators; (39) wool hand-knitting machines; (40) power generators, motors and other revolving type machines and equipment (excluding generators for supercritical pressure turbines and atomic power generation, and magneto-hydro-dynamics power generation facilities, acyclic generators and small motors); (41) transformers and allied products.

(42) Switchgears, switchboards and electric power control devices; (43) battery-powered electric machines and equipment for civilian use; (44) electric lighting fixtures (excluding those for aircraft and motorcars); (45 broadcasting equipment; (46) citizen band transceivers; (47) X-ray equipment; (48) electron microscopes; (49) fish detectors; (50) electric measuring instruments (excluding electronic types); (51) lead-acid storage batteries; (52) dry and wet batteries; (53) general length-measuring instruments; (54) scales.

(55) Thermometers; (56) flowmeters and liquid level gauges (excluding those for aircraft and motorcars); (57) precision measuring instruments; (58) surveying machines and instruments (excluding magnetic compasses); (59) scientific instruments; (60) movie machines, parts and attachments thereof (excluding slide projectors, 35mm and 70mm movie projectors, parts and attachments thereof, and lenses).

(61) Window and door blinds; (62) calcium cyanamide; (63) inorganic pigments (excluding titanium oxide and carbon black); (64) compressed gas and liquefied gas; (65) urea resins; (66) melamine resins; (67) phenol resins; (68) sheet celluloid; (69) surface-active agents; (70) paints (excluding synthetic resin types); (71) cleansing agents and toothpastes.

(72) Materials for paving; (73) motor vehicle tires and tubes; (74) bicycle tires and tubes; (75) rubber belts; (76) rubber hoses (excluding high pressure types); (77) primary glass products for processing; (78) cement products (excluding prefabricated materials, asbestos cement products, foamed concrete and prestressed concrete); (79) artificial light aggregate; (80) limestone; (81) metal products for construction use (excluding prefabricated products).

(82) Plastic sheets, pipes, tubes, bars, and joint couplings; (83) plastic floor materials; (84) industrial plastic products (excluding engineering plastics).

(85) Woolen spinning; (86) silk spinning; (87) knitted gloves; (88) ropes; (89) fishing nets; (90) bobbin laces; (91) hair setting; (92) cotton carding; (93) press felt; (94) felt hats and hat bodies; (95) handkerchiefs; (96) bedding; (97) canvas; (98) dissolved pulp; (99) paper pulp; (100) cellophane.

(101) Plastic shoes and accessories (excluding synthetic leather shoes and products made by injection molding); (102) glass containers (excluding special glass products); (103) glassware for physicochemical and medical uses (excluding special glass products); (104) table and kitchen glassware (excluding special glass products); (105) glass for spectacles, timepieces, lighting fixtures, construction, floats for fishing, dewar vessels of vacuum bottles, and quartz glass (excluding special glass products).

(106) Ceramic tableware and kitchenware; (107) ceramic ornaments; (108) ceramic ware for electrical use (excluding high tension insulators and special ceramic ware for electrical use); (109) glazing of pottery; (110) harmonicas; (111) music boxes; (112) toys; (113) dolls; (114) artificial flowers; (115) slide fasteners; (116) vacuum bottles; (117) wigs.

(118) Lead pipes, tubes and sheets (excluding those used for atomic power generation; (119) rolling of tin and alloys thereof; (120) rolling of magnesium and alloys thereof; (121) copper and aluminum electric wires (excluding ACSR, EHF wave guides, cotton braided wires, rubber insulated wires, PVC insulated wires for indoor use, PVC insulated cords, cotton covered wires, enamel coated magnet wires, hard drawn copper wires, and annealed copper wires).

(122) Plating by hot dipping process; (123) electro-plating; (124) flexible tubes; (125) extruded metal tubes; (126) processing of pipes and manufacturing of attachments thereof; (127) export trade; (128) wholesale trade (handling products made by liberalized manufacturing industries); (129) independent specialty retail shops (handling products made by liberalized manufacturing industries and with a floor space of less than 500 square meters).

(130) Traffic signals and safety appliances (railway signals and railway bifurcations only); (131) parts for rolling stocks (brake systems, Jumper couplers and door shutting systems only); (132) salvaging; (133) construction (exclusive of package civil engineering, package construction work, pipe laying, steel frame building, paving, dredging and installation of machinery and equipment); (134) parking lots; (135) amusement parks.

Group B: industrial categories liberalized 100%

(1) Automobile drivers school; (2) sake manufacturing; (3) inns or hotels; (4) barber shops; (5) beauty parlors; (6) fish, meat, ham, and sausage; (7) soy sauce and edible amino acids; (8) animal oils and fats; (9) wood chips.

(10) Electric furnace pig iron; (11) cold rolled formed shapes; (12) cold rolled steel shapes; (13) steel tubes and pipes; (14) re-rolled steel; (15) drawn steel tubes and pipes; (16) tin plates; (17) galvanized iron sheets; (18) plated steel tubes and pipes; (19) chrome-plated steel sheets and vinyl coated steel sheets; (20) fluorescent lamps and electric bulbs for general lighting purposes.

Industrial categories liberalized 50% in July 1967 shifted to Group B:

(1) Restaurants (exclusive of bars and cabarets); (2) soup; (3) electric machinery and equipment for civilian use (excluding electronic ranges, air conditioners, and battery-powered products); (4) radio receivers and television sets (excluding self-manufacture of integrated circuits and semi-conductors); (5) tape recorders and radio phonographs (excluding self-manufacture of integrated circuits and semi-conductors); (6) watches; (7) shipbuilding; (8) construction consultant; (9) architectural design and supervision.

Industrial categories liberalized 50% in July 1967, scope of which is enlarged:

(1) Electron tubes (now excludes only color picture tubes); (2) time-pieces and parts thereof (excluding watchmaking, which is now shifted to Category B); (3) soda (former limitation of caustic soda manufacture only now removed).

Greece to inspect imports of alcoholic beverages

The Greek Government has supplemented the provisions of the "Code of Laws Governing the Taxation of Alcohol" by adding provisions governing the marketing of imported alcoholic beverages. This decree (No. 13/Nov. 27, 1968) is designed to help thwart smuggling of alcoholic beverages into Greece.

Under the new regulations, the importation and free distribution of alcoholic beverages shall be permitted only after a special government inspection band has been affixed to the bottles of imported liquors. Alcoholic beverages brought in by passengers for their personal use are not subject to the foregoing requirements.

The inspection bands may be purchased by importers of alcoholic beverages and/or representatives of foreign suppliers only from the State Chemical Laboratory or its regional offices. The price of each band (currently fixed by Royal Decree No. 52/Jan. 13, 1969 at 0.05 drachma to cover printing costs) may be increased or reduced by the Minister of Finance.

Finnish committee to spur participation in international fairs

Finland has formed a committee for the continuing encouragement and support of Finnish participation in overseas trade fairs. Known as the Committee for Trade Fairs Abroad, the organization is sponsored by the Finnish Government, the Finnish Fair Corp., and a number of trade associations.

It will receive $432,000 from the national budget for its 1969 activities, which will concentrate on participation in and publicity for joint exhibitions in thirteen different countries. One project receiving special attention is a mobile exhibit for shipment as a unit to a number of regional fairs throughout the United States.

As another facet of its work, the Committee for Trade Fairs Abroad has organized an experimental program to bring foreign buyers to Finland. The first venture was a group of ninety people from the United Kingdom. Accompanied by the Finnish Ambassador to London, the group arrived for a four-day visit to Helsinki on Feb. 4.

The Committee chartered the airplane on which the group traveled. Finnish businesses joined together to pay for accommodations. In all, the British visitors were scheduled for talks with representatives of some seventy Finnish manufacturers and exporters, primarily in the textile, clothing, shoe, metal and machinery industries. The visit was a follow-up to the "Finnfocus 68" trip to London last October.

Spain prohibits importation, use of certain detergents

The Spanish Ministry of the Interior has decreed a prohibition on the import, distribution and use in Spain of non-biodegradable detergents of a tensioactive anionic base of the ABS type. LAS type tensioactive preparations are not banned by this Decree. The prohibition on ABS type preparations extends to compounds containing soap or any other substance.

The ban goes into effect on the following dates: importation, Feb. 1; production, June 30; and distribution and use, June 30, 1970. The central purpose of the Decree is apparently to limit industrial water pollution.

Greeks extend duty-free treatment of some imports

The Greek Government authorized the extension (for the eighth consecutive year) until Dec. 31 of the duty-free importation of fishmeal, meatmeal, soybean flour, special feedstuff preparations suitable for livestock and poultry, such as vitamins, antibiotics, spare elements, aminoacids, inorganic salts, codliver oil, tonic preparations for reinforcing animal and poultry feedstuffs, and various patent medicines mixed with soybean flour, corn flour, bran or similar meal.

This extension was authorized by Joint Decision No. 311684/36/Jan. 4 of the Ministers of Agriculture and Commerce.

Ceylon reduces duty on certain film items

Ceylon reduced or eliminated the customs duty on several items essential to its film industry.

Duty free entry is now accorded to the following items specially designed for use in the film industry (previous duty rates in parentheses): lenses, filters, and view finders for cinematographic cameras and other equipment, except projectors (50%); cinematographic cameras, sound recorders, and sound reproducers (20%); cinematographic laboratory apparatus and equipment, spools and reels for film, and screens for projectors (115%).

Duties have been reduced on certain other items specially designed for use in the film industry, as follows (previous rates in parentheses): unexposed cinematographic film, 5% (25%); exposed and developed cinematographic film, positive or negative, U.S. $0.025 per linear foot ($4.20 per linear foot); arc lamps, 20% (100%); and cinematographic projectors, 50% (115%).

The following other duty reductions were made on Feb. 6: lenses, prisms, mirrors, and other optical elements (except those specially designed for use in the film industry), from 50% to 40%; and cement (other than fireproof, waterproof, and boiler cement and cement clinker), from $0.50 to $0.42 per hundredweight of 112 pounds.

Questions about specific duty rates in Ceylon may be addressed to the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

World Bank units' loans back Turkish private enterprise

$25 million will be re-lent to private Turkish investors

The World Bank has approved a loan of $25 million in various currencies and its affiliate, the International Finance Corporation (IFC), has made an equity commitment equivalent to $417,222 to Turkey's leading private development bank.

IFC is the affiliate of the World Bank that invests in private industry in developing member countries.

The commitments, to Turkiye Sinai Kalkinma Bankasi, A.S. (TSKB), will permit the bank to continue expanding its activities as one of the most important suppliers of long-term funds to private Turkish investors.

In the last three years TSKB has assisted companies in such industries as food products, textiles, pulp and timber, printing and publishing, rubber goods, chemicals and petroleum products, stone and glass, smelting, metal goods, machinery, and vehicles.

Over the past two years TSKB's investment approvals rose by almost 60% and totaled approximately $38 million equivalent for 1968. Demand for TSKB funds continues to increase because of the many suitable projects requiring financing and the sizable need for foreign exchange for industrial development.

TSKB provides long-term funds to the private sector and encourages development of the country's capital market. Recently, it began issuing and guaranteeing industrial bond issues for some of its clients as a step toward increasing its investment banking role.

Spain sets duty-free quotas for newsprint, chemical pulp

The Spanish Ministry of Commerce has published a decree dated Jan. 30, which establishes duty-free quotas on newsprint (tariff no. 48.01-D-3-c-1) and chemical pulp for newsprint manufacture (tariff nos. 47.01-B-1-b and 47.01-B-2-a). The quota will cover the importation of up to 20,00 metric tons of newsprint and up to 17,000 metric tons of chemical pulp and will remain in effect until June 30.

Offer improved coverage in market share reports

Export, import data for six years—by 69 nations, 1,127 products—now for sale by Commerce

Improved and more extensive coverage is offered by the Commerce Department's updated Market Share Reports, just off the press. Revised annually, the reports now are sold directly from the Department's Sales and Distribution office.

Market Share Reports give the U.S. exporter a chance to compare his company's performance with that of the total import market for a given product, and they may be used as guides by the prospective exporter as well. Issued by country and by commodity, the reports provide the latest information on U.S. shares of imports of manufactures in the world's markets.

Market Share Reports are prepared from special computer runs designed by Commerce's International Trade Analysis Division and ordered from the U.N. International Trade Statistics Centre.

Statistical picture

The reports make up a statistical picture of international trade in manufactured products, covering more than three quarters of the total exported output of all of the free world's factories.

They are unique as references that trace shifting trends in the movement of goods between countries. The six-year spread of data on imports of more than 1,100 commodities by 69 countries reflects both changing levels of those countries' import demand and shifts in the relative competitive positions of exporting countries. U.S. shares of the market for 850 selected commodities in major markets are given in percentage terms and the shares of our eight principal competitors can be calculated easily from the data.

For the individual business executive, the Market Share Reports are the only available tool by which he can compare his own export performance to any specific market over the 6-year period with that of his own industry as a whole or with that of manufacturers of the same product in other countries.

Existing and potential markets for components, parts, and accessories may also be revealed by examination of market share data.

The updated series are similar to those issued in May 1968 with 1962-66 data, with the following improvements:

► The commodity reports show the eight major foreign countries among the 14 principal industrial suppliers of each product instead of the same suppliers for all 1,127 commodities.

► Thirty-seven instead of thirty-six country reports show the U.S. share of the total import market rather than our share of exports from the 14 major industrial suppliers.

► Six years of data—1962-67—instead of five are presented.

► Revisions of 1966 U.S. exports and better coverage of 1966 Swedish exports and imports are included.

The **country** series gives American businessmen the dollar values and U.S. percentage shares of shipments of manufactured products to 69 of the world's leading importing nations by the United States and eight other countries. Thirty of this year's 69 reports have already been issued and their availability announced in the Dec. 16, 1968, issue of INTERNATIONAL COMMERCE.

Thirty-seven countries now are reporting up-to-date, internationally comparable import data to the United Nations. The dollar value of exports from the 14 major industrial suppliers is given for the remaining 32 countries covered.

The country series shows the dollar values of shipments of 1,127 manufactured products into a single foreign market in the years 1962-67. For the countries reporting import statistics, the value is given for imports from the world, the United States, and eight leading suppliers.

Each country report also gives the dollar value of all commodities and all manufactures in separate totals, whether based on import figures or on shipments by the 14 major suppliers.

The additional country now reporting import figures is Ivory Coast.

How to use them

A manufacturer of medical instruments, for example, would like to appraise the Italian market potential for his product. Using the Market Share Report on Italy —MSR 69-90031—as a basic research tool, his company's market analysts find in the first column of figures under SITC No. 861.7 (page 75), that Italy's total imports of medical instruments increased by 146% between 1962 and 1967, from $2,651,000 to $6,534,000.

The next two columns contain figures on the value of imports from the United States and their percent of total imports of the product category. The rise from $466,000 to $1,594,000, a gain of 242%, boosted the U.S. share of imports from 17.6% to 24.4% during the same period. This improvement indicates to the company's management that U.S. medical instruments are in growing demand in Italy and are competitively priced. It is noted, however, that the U.S. share position weakened in 1967.

The data reported in the other columns show the position of the eight principal competitors. Germany supplies two-fifths of Italian imports of medical instruments; its share of the market trended downward until 1966 but expanded in 1967. Imports from the United Kingdom, valued at less than half those of American suppliers, rose steadily until 1966 and then slipped. Other exporting nations are relatively small factors in the Italian market.

Using the same report, the market analysts also review data on the two components of medical instruments shown under SITC 861.71, medical instruments and appliances (total, $5,693,000; from U.S., $1,357,000); and SITC 861.72, mechanotherapy appliances and similar apparatus (total, $841,000; from U.S., $237,000).

In addition, the firm's subsidiary's sales of prepared bandages in the Italian market require re-evaluation. Reviewing company records and the statistics shown for prepared bandages in the Market Share Report under SITC 541.91, the researchers note that until the mid-sixties the company's export sales kept up with Italy's growing demand for imported bandages. Since then, however, the company's sales have leveled off, although Italy's total imports have risen substantially. After dropping sharply in 1965, imports from

the United States staged a partial recovery. The Netherlands and Germany are identified as the principal competitors.

The information helps the company decide to explore on the spot the possibilities of marketing medical instruments in Italy and to review in depth the subsidiary's distribution structure there for prepared bandages.

In commodity series

The **commodity** series is based on exports from the United States and 13 other exporting countries and gives a reasonably complete approximation of the total import market for most manufactures. The commodity reports list separately the dollar value of shipments by the United States and the eight principal suppliers of the specified products from among the 13 other leading industrial suppliers: Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Japan, Netherlands, Norway, Sweden, Switzerland, and the United Kingdom.

Important gaps exist in commodity series data for textiles and nonferrous metals, which are exported in large quantities by countries other than the 14 major suppliers just mentioned. The developing countries are important shippers of these two classes of commodities.

The commodity reports include all chemicals, machinery, transport equipment, metals and other manufactures. They do not cover mineral fuel products, processed foods, fats, oils, military firearms and ammunition.

Summary totals are shown for four broad groups of manufactures: chemicals, basic manufactures, machinery and transport equipment, and miscellaneous manufactures, Selected summary totals are also shown for certain major classes of manufactured products such as organic chemicals, iron and steel, nonferrous metals, metal products, nonelectric machinery, electric machinery, transport equipment.

Each of the commodity reports covers one or more of the 380 subgroups (four-digit products) and 747 items (five-digit products) of manufactured goods. Each report lists exports of the 14 nations to the world, the U.S. and 90 other countries in 1962-67.

What they show

To illustrate what uses can be made of commodity reports:

A corporation manufacturing air-conditioning units, following a policy of expansion, considers introducing its products on the growing European market. The Market Share Report on air-conditioning machinery—(MSR 69-90843)—is examined by company analysts seeking markets in Europe where imports of such machinery have increased by at least $1 million over a five-year period. Review is made of the first column of figures, which presents the dollar value of shipments to 90 country markets from 14 major industrial nations between 1962 and 1967. Seven markets are found to meet the criterion: France, Netherlands, Germany, Belgium-Luxembourg, Spain, Portugal, and the United Kingdom.

Proceeding to the next two columns, they examine the trend in U.S. sales of air-conditioning machinery and in the U.S. share of each country's imports. It is noted that between 1962 and 1967 the value of American sales of air-conditioners was on the uptrend in most of the seven markets. The U.S. share, however, was generally lower.

The researchers then assess the performance of other suppliers by data shown on exports from eight major industrial countries to each market. The principal competitors in these markets are Italy, France, Germany, and the United Kingdom.

On the basis of information from the Market Share Reports and other sources, the research team recommends that the company make an on-the-spot investigation of the seven markets.

Both series—country reports alphabetically, commodity reports by SITC number—are listed below. Each is followed by an identification (MSR) number to be used in ordering. Country reports cost 75 cents each; commodity reports, 10 cents. **Write:** Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230.

The list continues through page 41.

COUNTRY SERIES

Reports on countries in bold face are based on import data.

Algeria—MSR 69-90001
Argentina—MSR 69-90002
Australia—MSR 69-90003
Austria—MSR 69-90004
Belgium—Luxembourg—MSR 69-90005
Bolivia—MSR 69-90006
Brazil—MSR 69-90007
Canada—MSR 69-90008
Chile—MSR 69-90009
Colombia—MSR 69-90010
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Morocco—MSR 69-90042
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Portugal—MSR 69-90052
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Thailand—MSR 69-90060
Trinidad and Tobago—MSR 69-90061
Tunisia—MSR 69-90062
Turkey—MSR 69-90063
Uganda—MSR 69-90064
United Arab Republic (Egypt)—MSR 69-90065
United Kingdom—MSR 69-90066
Venezuela—MSR 69-90067
Republic of Viet-Nam—MSR 69-90068
Yugoslavia—MSR 69-90069

COMMODITY SERIES

In the reports followed by this mark (†), U.S. export data are not shown for 1965-67 because U.S. statistics could not be matched exactly to the commodity classification used—the United Nations Standard International Trade Classification, Revised (SITC).

In the reports followed by an asterisk (*), U.S. data are not shown for 1962-64.

5 —CHEMICALS. MSR 69-90070

Organic chemicals

512 —Organic chemicals. MSR 69-90071
512.1 —Hydrocarbons and their derivatives. MSR 69-90072†
512.11—Styrene. MSR 69-90073
512.12—Other hydrocarbons. MSR 69-90074*†
512.13—Halogenated derivatives of hydrocarbons. MSR 69-90075*†
512.14—Other derivatives of hydrocarbons. MSR 69-90076*†

512.2 —Alcohols, phenols, phenol-alcohols, and glycerine. MSR 69-90077†
512.21—Methyl alcohol. MSR 69-90078
512.22—Other acyclic alcohols and derivatives. MSR 69-90079*†
512.23—Cyclic alcohols and derivatives. MSR 69-90080*†
512.24—Ethyl alcohol, undenatured, and denatured spirits. MSR 69-90081
512.25—Fatty alcohols. MSR 69-90082*†
512.26—Glycerol and glycerol lyes. MSR 69-90083
512.27—Phenols and phenol-alcohols. MSR 69-90084*†
512.28—Derivatives of phenols or phenol-alcohols. MSR 69-90085*†
512.3 —Ethers, epoxides, and acetals. MSR 69-90086†
512.31—Ethers, ether-alcohols, ether-phenols, alcohol and ether peroxides, and derivatives. MSR 69-90087*†
512.32—Epoxides, epoxy compounds, and derivatives. MSR 69-90088*†
512.33—Acetals, hemiacetals, and derivatives. MSR 69-90089*†
512.4 —Aldehyde, ketone, and quinone function compounds. MSR 69-90090†
512.41—Oxygen function aldehydes. MSR 69-90091*†
512.42—Derivatives of oxygen function aldehydes. MSR 69-90092*†
512.43—Ketones, quinones, and derivatives. MSR 69-90093*†
512.5 —Acids and their derivatives. MSR 69-90094†
512.51—Monoacids and derivatives. MSR 69-90095*†
512.52—Polyacids and derivatives. MSR 69-90096*†
512.53—Oxygen function acids and derivatives. MSR 69-90097*†
512.6 —Inorganic esters and their derivatives. MSR 69-90098*†
512.61—Sulfuric esters and their derivatives. MSR 69-90099*†
512.62—Nitrous and nitric esters and their derivatives. MSR 69-90100*†
512.63—Phosphoric esters and their derivatives. MSR 69-90101*†
512.64—Carbonic esters and their derivatives. MSR 69-90102*†
512.69—Other inorganic esters and their derivatives. MSR 69-90103*†
512.7 —Nitrogen function compounds. MSR 69-90104†
512.71—Amine function compounds. MSR 69-90105*†
512.72—Oxygen function amino-compounds. MSR 69-90106*†
512.73—Quaternary ammonium salts and hydroxides. MSR 69-90107*†
512.74—Amide function compounds. MSR 69-90108*†
512.75—Amide- and amine function compounds. MSR 69-90109*†
512.76—Nitrile function compounds. MSR 69-90110*†
512.77—Diazo-, azo-, and azoxy compounds. MSR 69-90111*†
512.78—Organic derivatives of hydrazine or hydroxylamine. MSR 69-90112*†
512.79—Compounds with other nitrogen functions. MSR 69-90113*†
512.8 —Organo-inorganic and heterocyclic compounds. MSR 69-90114†
512.81—Organo-sulfur compounds. MSR 69-90115*†
512.82—Organo-arsenic compounds. MSR 69-90116*†
512.83—Organo-mercury compounds. MSR 69-90117*†
512.84—Other organo-inorganic compounds. MSR 69-90118*†
512.85—Heterocyclic compounds, including nucleic acids. MSR 69-90119*†
512.86—Sulfonamides. MSR 69-90120
512.87—Sultones and sultams. MSR 69-90121*†
512.9 —Other organic chemicals. MSR 69-90122†
512.91—Enzymes. MSR 69-90123*
512.92—Sugars, except sucrose, glucose, and lactose; sugar esters and salts (n.e.s.) MSR 69-90124*†
512.99—Other organic compounds. MSR 69-90125*†

Inorganic chemicals: Elements, oxides, and halogen salts

513.1 —Oxygen, nitrogen, hydrogen, and rare gases. MSR 69-90126
513.11—Oxygen. MSR 69-90127*†
513.12—Nitrogen. MSR 69-90128*†
513.13—Hydrogen and rare gases. MSR 69-90129*†
513.2 —Chemical elements (n.e.s.) MSR 69-90130*†
513.21—Chlorine. MSR 69-90131
513.22—Other halogens. MSR 69-90132*†
513.23—Sulfur, sublimed or precipitated; colloidal sulfur. MSR 69-90133*
513.24—Metalloids (n.e.s.) MSR 69-90134*†
513.25—Mercury. MSR 69-90135*
513.26—Alkali and rare earth metals. MSR 69-90136*†
513.27—Carbon black and similar carbons. MSR 69-90137
513.28—Gas carbon. MSR 69-90138*†
513.3 —Inorganic acids and oxygen compounds of nonmetals or metalloids. MSR 69-90139
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513.34—Nitric acid; sulfonitric acids. MSR 69-90143*†
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513.39—Other inorganic acids and oxygen compounds of nonmetals or metalloids. MSR 69-90147*†
513.4 —Halogen and sulfur compounds of nonmetals or metalloids. MSR 69-90148
513.41—Halides, oxyhalides, and other halogen compounds of nonmetals or metalloids. MSR 69-90149*†
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513.51—Zinc oxide and peroxide. MSR 69-90152*†
513.52—Manganese oxides. MSR 69-90153*†
513.53—Iron oxides and hydroxides. MSR 69-90154*†
513.54—Cobalt oxides and hydroxides. MSR 69-90155*†
513.55—Titanium oxides. MSR 69-90156
513.56—Lead oxides. MSR 69-90157*†
513.6 —Other inorganic bases and metallic oxides. MSR 69-90158
513.61—Ammonia, anhydrous or in aqueous solution. MSR 69-90159
513.62—Caustic soda. MSR 69-90160
513.63—Caustic potash; peroxides of potassium or sodium. MSR 69-90161
513.64—Oxides, hydroxides, and peroxides of strontium, barium, or magnesium. MSR 69-90162*
513.65—Aluminum oxide and hydroxide. MSR 69-90163
513.66—Artificial corundum. MSR 69-90164*
513.67—Chromium oxides and hydroxides. MSR 69-90165
513.68—Tin oxides. MSR 69-90166*
513.69—Other inorganic bases, metallic oxides, hydroxides, and peroxides. MSR 69-90167*

Other inorganic chemicals

514 —Other inorganic chemicals. MSR 69-90168
514.1 —Metallic salts and peroxysalts of inorganic acids. MSR 69-90169†
514.11—Fluorides, fluorsilicates, fluoroborates, and other complex fluorine salts. MSR 69-90170*†
514.12—Chlorides and oxychlorides. MSR 69-90171*†
514.13—Chlorites and hypochlorites. MSR 69-90172*†
514.14—Chlorates and perchlorates. MSR 69-90173*†
514.15—Bromides, oxybromides, bromates, perbromates, and hypobromites. MSR 69-90174*†
514.16—Iodides, oxyiodides, iodates, and periodates. MSR 69-90175*†
514.2 —Other metallic salts and peroxysalts of inorganic acids (I). MSR 69-90176†
514.21—Sulfides and polysulfides. MSR 69-90177*†
514.22—Diothionites; sulfoxylates. MSR 69-90178*†
514.23—Sulfites and thiosulfates. MSR 69-90179*†
514.24—Sulfates and persulfates. MSR 69-90180*†
514.25—Nitrites and nitrates. MSR 69-90181*†
514.26—Phosphites, hypophosphites, and phosphates. MSR 69-90182*†
514.27—Arsenites and arsenates. MSR 69-90183*†
514.28—Neutral sodium carbonate (soda ash). MSR 69-90184
514.29—Other carbonates and percarbonates. MSR 69-90185*†
514.3 —Other metallic salts and peroxysalts of inorganic acids (II). MSR 69-90186†
514.31—Cyanides and complex cyanides. MSR 69-90187*†
514.32—Fulminates and cyanates. MSR 69-90188*†
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514.35—Salts of metallic acids. MSR 69-90191*†
514.36—Other salts and peroxysalts of inorganic acids, except azides. MSR 69-90192*†
514.37—Colloidal precious metals and their compounds. MSR 69-90193*†
514.9 —Inorganic chemical products (n.e.s.). MSR 69-90194†
514.91—Liquid air. MSR 69-90195*†
514.92—Hydrogen peroxide. MSR 69-90196†
514.93—Phosphides. MSR 69-90197*†
514.94—Calcium carbide. MSR 69-90198†
514.95—Other carbides. MSR 69-90199†
514.96—Hydrides, nitrides, azides, silicides, and borides. MSR 69-90200*†
514.99—Other inorganic compounds (n.e.s.). MSR 69-90201*†

Radioactive and associated materials

515 —Radioactive and associated materials. MSR 69-90202
515.1 —Radioactive chemical elements and isotopes. MSR 69-90203*†
515.2 —Stable isotopes and their compounds. MSR 69-90204*†
515.3 —Compounds and mixtures of thorium, uranium, and rare earth metals. MSR 69-90205*†

Mineral tar and crude chemicals from coal, petroleum, and natural gas

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521.3 —Ammoniacal gas liquors and spent oxide. MSR 69-90207*
521.4 —Oils and other coal-tar distillation products. MSR 69-90208

Synthetic organic dyestuffs, natural indigo, and color lakes

531.0 —Synthetic organic dyestuffs, natural indigo, and color lakes. MSR 69-90209
531.01—Synthetic organic dyestuffs and natural indigo. MSR 69-90210
531.02—Color lakes. MSR 69-90211

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532.1 —Dyeing extracts. MSR 69-90213*†
532.3 —Synthetic tanning materials. MSR 69-90214
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533.3 —Prepared paints, enamels, lacquers, and driers. MSR 69-90219
533.31—Prepared pigments, opacifiers, enamels and similar products. MSR 69-90220*
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533.34—Prepared driers. MSR 69-90223*
533.35—Putty, painters' fillings, and similar products. MSR 69-90224*

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541.3 —Penicillin, streptomycin, and other antibiotics. MSR 69-90226
541.4 —Opium alkaloids, cocaine, and other vegetable alkaloids and derivatives. MSR 69-90227
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541.6 Glycosides, glands, sera, and vaccines. MSR 69-90229
541.61—Glycosides and their derivatives. MSR 69-90230*
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541.63—Bacterial products, sera, vaccines. MSR 69-90232
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541.9 —Pharmaceutical goods. MSR 69-90234
541.91—Bandages and similar articles treated with pharmaceutical products. MSR 69-90235
541.99—Other pharmaceutical goods. MSR 69-90236*

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551.2 —Synthetic perfume and flavor materials. MSR 69-90238
551.21—Terpenic by-products. MSR 69-90239*†
551.22—Concentrates of essential oils in fats, fixed oils, or waxes, MSR 69-90240*†
551.23—Mixtures of odoriferous substances used as raw materials in industry. MSR 69-90241*†
551.24—Aqueous distillates and solutions of essential oils. MSR 69-90242*†

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554.2 —Surface acting agents and washing preparations. MSR 69-90245
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561.2 —Phosphatic fertilizers and materials. MSR 69-90249
561.21—Basic slag (Thomas slag). MSR 69-90250*†
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561.9 —Fertilizers (n.e.s.). MSR 69-90253

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571.11—Propellent powders. MSR 69-90255
571.12—Other prepared explosives. MSR 69-90256
571.2 —Fuses, primers, and detonators. MSR 69-90257
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581.3 —Regenerated cellulose, chemical derivatives of cellulose, and vulcanized fiber. MSR 69-90264
581.31—Vulcanized fiber. MSR 69-90265
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599.2 —Insecticides, fungicides, and disinfectants. MSR 69-90271
599.5 —Starches, gluten, albuminoid substances, and glues. MSR 69-90272
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599.53,54—Casein, albumin, and derivatives. MSR 69-90275
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599.78—Charges for fire extinguishers. MSR 69-90294*
599.9 —Chemical products and preparations (n.e.s.). MSR 69-90295
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599.92—Activated carbon and natural mineral products. MSR 69-90297
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599.94—Pickling preparations for metal surfaces, fluxes, and other welding preparations. MSR 69-90299

599.95—Composite varnish solvents and thinners. MSR 69-90300
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6 —MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL. MSR 69-90302

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611.2 —Reconstituted and artificial leather. MSR 69-90304*
611.3 —Calf leather. MSR 69-90305
611.4 —Other bovine and equine leather. MSR 69-90306
611.9 —Leather (n.e.s.). MSR 69-90307
611.91—Leather of sheep and lamb skins. MSR 69-90308
611.92—Leather of goat and kid skins. MSR 69-90309*
611.93-95—Chamois and parchment dressed, patent, and metallized leather. MSR 69-90310*
611.99—Other leather. MSR 69-90311*

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612 —Manufactures of leather, or artificial or reconstituted leather (n.e.s.). MSR 69-90312
612.1 —Machine leather belting and other machinery leather. MSR 69-90313
612.2 —Saddlery and similar goods. MSR 69-90314*
612.3 —Uppers, legs, and other footwear parts. MSR 69-90315
612.9 —Manufactures of leather (n.e.s.). MSR 69-90316

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621.0 —Materials of rubber. MSR 69-90318
621.01—Plates, sheets, and granules of unvulcanized rubber. MSR 69-90319*
621.02—Unvulcanized rubber in other forms. MSR 69-90320*
621.03—Vulcanized rubber thread and cord. MSR 69-90321*
621.04—Plates, sheets, and profile shapes of unhardened vulcanized rubber. MSR 69-90322*†
621.05—Piping and tubing of unhardened vulcanized rubber. MSR 69-90323*
621.06—Hardened rubber in primary forms, scrap, and powder. MSR 69-90324*†

Articles of rubber (n.e.s.)

629.1 —Rubber tires and tubes. MSR 69-90325
629.3 —Hygienic and pharmaceutical articles of unhardened rubber. MSR 69-90326
629.4 —Transmission, conveyor, or elevator belts and belting of rubber. MSR 69-90327
629.9 —Other articles of rubber. MSR 69-90328
629.98—Articles of unhardened rubber (n.e.s.). MSR 69-90329
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Veneers, plywood boards, reconstituted wood and other wood, worked

631.1 —Veneer sheets. MSR 69-90331
631.2 —Plywood, including veneered panels. MSR 69-90332
631.21—Plywood and veneered panels; inlaid wood. MSR 69-90333*†
631.22—Cellular wood panels. MSR 69-90334*†
631.4 —Improved or reconstituted wood. MSR 69-90335*
631.41—Improved wood. MSR 69-90336*
631.42—Reconstituted wood. MSR 69-90337*
631.8 —Wood simply shaped or worked. MSR 69-90338*
631.81—Wood paving blocks. MSR 69-90339*
631.82—Riven or sawn staves, unfinished. MSR 69-90340*
631.83—Hoopwood, chipwood, split poles, and piles. MSR 69-90341*
631.84, 85—Sticks for shaping handles and shafts; drawn wood, match splints, and wooden pegs. MSR 69-90342*
631.86—Wood wool and flour. MSR 69-90343*
631.87—Wood beading and molding. MSR 69-90344*

Wood manufactures (n.e.s.)

632.1 —Boxes, cases, and crates, complete. MSR 69-90345
632.2 —Cooperage products. MSR 69-90346
632.4 —Builders' woodwork and prefabricated buildings of wood. MSR 69-90347
632.7 —Manufactures of wood for domestic or decorative use. MSR 69-90348*
632.71—Picture and mirror frames of wood. MSR 69-90349*
632.72—Household utensils of wood. MSR 69-90350*
632.73—Domestic or decorative articles of wood (n.e.s.). MSR 69 90351*
632.8 —Manufactured articles of wood (n.e.s.). MSR 69-90352
632.81—Tools, handles, and shoe lasts of wood. MSR 69-90353*
632.82—Spools, cops, and bobbins of turned wood. MSR 69-90354*
632.89—Other articles of wood (n.e.s.). MSR 69-90355*

Cork manufactures

633.0 —Cork manufactures. MSR 69-90356
633.01—Articles of natural cork. MSR 69-90357*†
633.02—Agglomerated cork and articles. MSR 69-90358*†

Paper and paperboard

641.1 —Newsprint paper. MSR 69-90359
641.2 —Other printing and writing paper, machine-made, in rolls or sheets. MSR 69-90360
641.21—Uncoated printing and writing paper, in rolls or sheets. MSR 69-90361*†
641.22—Coated printing and writing paper, in rolls or sheets. MSR 69-90362*
641.3 —Kraft paper and paperboard. MSR 69-90363
641.4 —Cigarette paper in bulk, rolls, or sheets. MSR 69-90364
641.5 —Machine-made paper and paperboard in rolls or sheets (n.e.s.). MSR 69-90365
641.6 —Fiberboard and other building board. MSR 69-90366
641.7 —Handmade papers. MSR 69-90367*†
641.9 —Paper and paperboard in rolls or sheets (n.e.s.). MSR 69-90368
641.91—Parchment or greaseproof paper or paperboard, in rolls or sheets. MSR 69-90369*
641.92—Composite paper and paperboard, in rolls or sheets. MSR 69-90370*
641.93—Corrugated paper and paperboard, in rolls or sheets. MSR 69-90371
641.94—Ruled or squared paper and paperboard, in rolls or sheets. MSR 69-90372*
641.95, 96—Coated or impregnated paper (n.e.s.) in bulk; filterblocks of paper pulp. MSR 69-90373*†
641.97—Wallpaper and lincrusta. MSR 69-90374*

Articles made of paper pulp, paper, or paperboard

642.1 —Paper bags, paperboard boxes, and other containers. MSR 69-90375
642.11—Packing containers of paper or paperboard. MSR 69-90376*
642.12—Filing containers of paper or paperboard. MSR 69-90377*
642.2 —Envelopes, letter pads, and similar paper stationery. MSR 69-90378
642.3 —Exercise books, albums and other stationery of paper or paperboard. MSR 69-90379*
642.9 —Articles of paper pulp, paper, or paperboard (n.e.s.). MSR 69-90380
642.91—Cigarette paper cut to size. MSR 69-90381
642.92—Carbon and other copying papers cut to size. MSR 69-90382
642.93—Other paper and paperboard cut to size. MSR 69-90383*
642.94—Bobbins, spools, and similar supports of paper pulp, paper, or paperboard. MSR 69-90384*
642.99—Other articles of paper pulp, paperboard, or cellulose wadding. MSR 69-90385*

65 —TEXTILE YARN, FABRICS, AND RELATED PRODUCTS. MSR 69-90386

Textile yarn and thread

651.1 —Thrown silk and other silk yarn and thread. MSR 69-90387*
651.11—Silk yarn, other than noil or other waste silk, not for retail. MSR 69-90388*†
651.12—Yarn spun from silk waste other than noil, not for retail. MSR 69-90389*†
651.13—Yarn spun from noil silk, not for retail. MSR 69-90390*†
651.14—Silk yarn, for retail. MSR 69-90391*†
651.15—Silkworm gut and imitation catgut of silk. MSR 69-90392*†
651.2 —Yarn of wool and animal hair. MSR 69-90393
651.21—Yarn of carded wool, not for retail. MSR 69-90394*†
651.22—Yarn of combed wool, not for retail. MSR 69-90395*†
651.23—Yarn of fine animal hair, not for retail. MSR 69-90396*†
651.24—Yarn of horsehair or other coarse animal hair, not for retail. MSR 69-90397*†

651.25—Yarn of wool or animal hair, for retail. MSR 69-90398*†
651.3 —Cotton yarn and thread, grey. MSR 69-90399
651.4 —Cotton yarn and thread, other. MSR 69-90400
651.41—Cotton yarn and thread, other. not for retail. MSR 69-90401*†
651.42—Cotton yarn and thread, other, for retail. MSR 69-90402*†
651.5 —Yarn and thread of flax, ramie, and hemp. MSR 69-90403*
651.51—Flax or ramie yarn, not for retail. MSR 69-90404*†
651.52—Flax or ramie yarn, for retail. MSR 69-90405*†
651.53—Yarn of hemp. MSR 69-90406*†
651.6 —Yarn and thread of synthetic fiber. MSR 69-90407
651.61—Yarn of continuous synthetic fiber, not for retail. MSR 69-90408*
651.62—Monofil, strip, and catgut of synthetic fiber. MSR 69-90409*
651.63—Yarn of continuous synthetic fiber, for retail. MSR 69-90410*†
651.64, 65—Yarn of discontinuous synthetic fiber. MSR 69-90411*
651.7 —Yarn and thread of artificial fiber. MSR 69-90412
651.71—Yarn of continuous artificial fiber, not for retail. MSR 69-90413*
651.72—Monofil, strip, and catgut of artificial fiber. MSR 69-90414*
651.73—Yarn of continuous artificial fiber, for retail. MSR 69-90415*†
651.74, 75—Yarn of discontinuous artificial fiber. MSR 69-90416*
651.8 —Yarn of glass fiber. MSR 69-90417
651.9 —Yarn of other textile fibers. MSR 69-90418
651.91—Yarn of textile fiber spun with or covered with metal. MSR 69-90419*†
651.92—Yarn of jute. MSR 69-90420*†
651.93—Yarn of other vegetable textile fibers. MSR 69-90421*†
651.94—Paper yarn. MSR 69-90422*†

Cotton fabrics, woven

652.1 —Cotton fabrics, grey. MSR 69-90423
652.11—Cotton gauze, grey. MSR 69-90424*
652.12—Terry fabrics of cotton, grey. MSR 69-90425*
652.13—Other cotton fabrics, grey. MSR 69-90426*
652.2 —Cotton fabrics, other than grey. MSR 69-90427
652.21—Cotton gauze, other than grey. MSR 69-90428*
652.22—Terry fabrics of cotton, other than grey. MSR 69-90429*
652.23—Pile and chenille fabrics of cotton. MSR 69-90430*
652.29—Other cotton fabrics, except grey. MSR 69-90431*

Textile fabrics, woven, other than cotton

653.1 —Silk fabrics. MSR 69-90432
653.11—Silk fabrics, other than of noil. MSR 69-90433*†
653.12—Fabrics of noil silk. MSR 69-90434*†
653.13—Pile and chenille fabrics of silk. MSR 69-90435*†
653.2 —Wool fabrics. MSR 69-90436
653.21—Fabrics of wool or of fine animal hair, other than pile and chenille fabrics. MSR 69-90437*
653.22—Pile and chenille fabrics of wool. MSR 69-90438*

PHARMACEUTICAL PRODUCTS are among the commodities for which data is given in Market Share Reports. Above, employees at U.S. plant in Turkey work with imported bulk materials.

653.3, 4—Linen, ramie, hemp, and jute fabrics. MSR 69-90439
653.5 —Synthetic fiber fabrics. MSR 69-90440
653.51—Fabrics of continuous synthetic fibers, other than pile or chenille. MSR 69-90441*
653.52—Fabrics of discontinuous synthetic fibers, other than pile or chenille. MSR 69-90442*
653.53—Pile and chenille fabrics of synthetic fibers. MSR 69-90443
653.6 —Artificial fiber fabrics. MSR 69-90444
653.61—Fabrics of continuous artificial fibers, other than pile or chenille. MSR 69-90445*
653.62—Fabrics of discontinuous artificial fibers, other than pile or chenille. MSR 69-90446*
653.63—Pile and chenille fabrics of artificial fibers. MSR 69-90447*
653.7 —Knitted or crocheted fabrics. MSR 69-90448
653.8 —Glass fiber fabrics. MSR 69-90449*
653.9 —Fabrics (n.e.s.). MSR 69-90450*
653.91—Fabrics of metal thread or metalized yarn. MSR 69-90451*†
653.92—Fabrics of coarse animal hair, other than horsehair. MSR 69-90452*†
653.93—Fabrics of horsehair MSR 69-90453
653.94—Fabrics of vegetable textile fibers (n.e.s.). MSR 69-90454*†
653.95—Fabrics of paper yarn. MSR 69-90455*†
653.96—Pile or chenille fabrics (n.e.s.). MSR 69-90456*†

Tulle, lace, embroidery, ribbons, and trimmings

654.0 —Tulle, lace, embroidery, ribbons, and trimmings. MSR 69-90457
654.01—Narrow fabrics. MSR 69-90458*
654.02—Woven labels and badges in the piece or cut to size. MSR 69-90459*
654.03—Trimmings and other small wares, not elastic. MSR 69-90460*
654-04,05—Tulle and other net fabrics; lace. MSR 69-90461*
654.06—Embroidery. MSR 69-90462*

Special textile fabrics and related products

655 —Special textile fabrics and related products. MSR 69-90463
655.1 —Felts and felt articles. MSR 69-90464
655.4 —Coated or impregnated textile fabrics and products. MSR 69-90465
655.41—Bonded fiber fabrics and articles. MSR 69-90466*
655.42—Textile fabrics coated with gum or similar substances. MSR 69-90467*
655.43—Textile fabrics impregnated or coated with plastic materials. MSR 69-90468
655.44—Textile fabrics impregnated or coated with oil. MSR 69-90469*
655.45—Rubberized textile fabrics, other than knitted or crocheted. MSR 69-90470
655.46—Other impregnated or coated textile fabrics. MSR 69-90471*
655.5 —Elastic fabrics and trimmings. MSR 69-90472
655.6 —Cordage and manufactures. MSR 69-90473

655.61—Cordage, cable, rope, and twine. MSR 69-90474*†
655.62—Nets and netting of cordage, rope, or twine. MSR 69-90475*†
655.63—Other articles of cordage. MSR 69-90476*†
655.7 —Hat bodies. MSR 69-90477*
655.71—Hat bodies of wool felt and fur felt. MSR 69-90478*†
655.72—Other hat bodies. MSR 69-90479*†
655.8 —Wadding, wicks, and textile fabrics for industrial use. MSR 69-90480*
655.81—Wadding and articles of wadding. MSR 69-90481*
655.82,83—Wicks of textile fabrics; textiles (n.e.s.) for industrial use. MSR 69-90482*
655.9 —Special products of textile and related materials. MSR 69-90483
655.91—Textile hosepiping and similar tubing. MSR 69-90484*†
655.92—Transmission, conveyor, or elevator belts of textile materials. MSR 69-90485†

Made-up articles, wholly or chiefly of textile materials

656.1 —Bags and sacks of textile materials. MSR 69-90486
656.2 —Tarpaulins, tents, and other canvas goods. MSR 69-90487
656.6 —Blankets. MSR 69-90488
656.61—Blankets of wool. MSR 69-90489
656.62—Blankets of cotton. MSR 69-90490
656.69—Blankets (n.e.s.). MSR 69-90491*
656.9 —Made-up articles of textile materials (n.e.s.). MSR 69-90492
656.91—Household linens and other textile furnishings. MSR 69-90493*
656.92—Other made-up textile articles (n.e.s.). MSR 69-90494*

Floor coverings, tapestries, etc.

657.4 —Linoleum and similar floor coverings. MSR 69-90495
657.41—Floor coverings on a paper or paperboard base. MSR 69-90496*†
657.42—Linoleum and similar floor coverings on a textile base. MSR 69-90497*†
657.5,6—Carpets, carpeting, and rugs. MSR 69-90498
657.7 —Tapestries. MSR 69-90499*
657.8 —Mats, screens, and packings of plaiting materials. MSR 69-90500*

Lime, cement, and fabricated building materials

661.1 —Lime. MSR 69-90501
661.2 —Cement. MSR 69-90502
661.3 —Building and monumental stone, worked. MSR 69-90503
661.31—Paving and flagstones of natural stone. MSR 69-90504*†
661.32—Worked building or monumental stone. MSR 69-90505*†
661.33—Worked slate. MSR 69-90506*†
661.8 —Building materials of asbestos-cement, fiber-cement, and unfired nonmetallic minerals. MSR 69-90507
661.81—Articles of asphalt or similar materials. MSR 69-90508
661.82—Building materials of vegetable substances agglomerated with mineral binding substances. MSR 69-90509*
661.83—Articles of asbestos-cement or fibercement. MSR 69-90510

Clay and refractory construction material

662.3 —Refractory bricks and other refractory construction materials. MSR 69-90511
662.31—Insulating bricks of infusorial, kieselguhr, and siliceous earths. MSR 69-90512*†
662.32—Other refractory bricks. MSR 69-90513*†
662.33—Refractory cements or mortars. MSR 69-90514*†
662.4 —Nonrefractory ceramic bricks, tiles, pipes, and similar products. MSR 69-90515
662.41,43—Building bricks; ceramic roofing tiles, piping, conduits, and guttering. MSR 69-90516*
662.44,45—Unglazed and glazed ceramic flags and tiles. MSR 69-90517*

Mineral manufactures (n.e.s.)

663.1 —Grinding and polishing wheels and stones. MSR 69-90518
663.11—Grinding wheels and stones for hand- or power-operated machines. MSR 69-90519*
663.12—Grinding stones for hand use. MSR 69-90520*
663.2 —Abrasive cloths and papers and similar articles. MSR 69-90521
663.4 —Worked mica and mica articles. MSR 69-90522
663.5 —Mineral insulating materials. MSR 69-90523
663.6 —Nonceramic manufactures of mineral materials. MSR 69-90524
663.61—Articles of plaster. MSR 69-90525*
663.62—Articles of cement or artificial stone. MSR 69-90526*
663.63—Other nonceramic articles of mineral substances. MSR 69-90527*
663.7 —Refractory products, other than construction materials. MSR 69-90528
663.8 —Manufactures of asbestos; friction materials. MSR 69-90529
663.81—Manufactures of asbestos, other than friction materials. MSR 69-90530
663.82—Friction materials of asbestos, other mineral substances, or cellulose. MSR 69-90531
663.9 —Articles of ceramic materials (n.e.s.). MSR 69-90532
663.91—Laboratory, industrial, and similar ceramic wares, not refractory. MSR 69-90533
663.92—Other articles of ceramic materials (n.e.s.). MSR 69-90534

Glass

664.1 —Glass in the mass, rods, tubes, and waste glass. MSR 69-90535
664.11,12—Glass, other than optical glass, in the mass; waste glass; enamel glass in the mass, rods, or tubes. MSR 69-90536*
664.13—Glass, other than optical and enamel glass, unworked, in balls, rods, or tubes. MSR 69-90537*
664.2 —Optical glass and elements, not worked. MSR 69-90538
664.3 —Drawn or blown glass, unworked. MSR 69-90539
664.4 —Cast, rolled, drawn, or blown glass, surface ground or polished. MSR 69-90540
664.5 —Cast or rolled glass, unworked. MSR 69-90541
664.6 —Bricks, tiles, and similar materials of pressed or molded glass. MSR 69-90542
664.7 —Safety glass, toughened or laminated. MSR 69-90543
664.8 —Sheet or plate glass mirrors. MSR 69-90544
664.9 —Glass (n.e.s.). MSR 69-90545
664.91—Cast, rolled, drawn, or blown glass. MSR 69-90546*
664.92—Glass envelopes for electric lamps, electronic valves, and similar articles. MSR 69-90547
664.93—Clock and watch glasses. MSR 69-90548*
664.94—Glass fiber and products. MSR 69-90549*

Glassware

665.1 —Carboys, bottles, and similar containers and closures of glass. MSR 69-90550
665.11—Commercial containers and stoppers of glass. MSR 69-90551
665.12—Inners for vacuum vessels. MSR 69-90552*
665.2 —Glass tableware and other articles for household, hotel, and restaurant use. MSR 69-90553
665.8 —Glass articles (n.e.s.). MSR 69-90554
665.81—Laboratory, hygienic, or pharmaceutical glassware. MSR 69-90555*
665.82—Decorative glass smallwares and ornaments of glass. MSR 69-90556*†
665.89—Other articles of glass (n.e.s.). MSR 69-90557*

Pottery

666.4 —Porcelain or china household ware. MSR 69-90558
666.5 —Household ware of other ceramic materials. MSR 69-90559
666.6 —Other ornaments and furnishings of porcelain or other ceramic materials. MSR 69-90560

Pearls and precious and semiprecious stones

667 —Pearls and precious and semiprecious stones. MSR 69-90561
667.1 —Pearls, not set or strung. MSR 69-90562*†
667.2 —Diamonds, not set or strung. MSR 69-90563
667.3 —Other precious and semiprecious stones, not set or strung. MSR 69-90564*
667.4 —Synthetic precious or semiprecious stones, not set or strung. MSR 69-90565*†

67 —IRON AND STEEL. MSR 69-90566

Pig iron, spiegeleisen, iron and steel powders, and ferroalloys

671.1 —Spiegeleisen. MSR 69-90567†
671.2 —Pig iron, including cast iron. MSR 69-90568
671.3 —Iron and steel powders, shot, and sponge. MSR 69-90569
671.31—Shot, angular grit, and wire pellets of iron or steel. MSR 69-90570
671.32, 33—Iron or steel powders and sponge. MSR 69-90571
671.4 —Ferromanganese. MSR 69-90572
671.5 —Other ferroalloys. MSR 69-90573

Ingots and other primary forms of iron or steel

672.1 —Puddled bars and pilings, blocks, and similar forms of iron or steel. MSR 69-90574*
672.3 —Ingots of iron or steel. MSR 69-90575†
672.31—Ingots of iron or ordinary steel. MSR 69-90576*†
672.32—Ingots of high carbon steel. MSR 69-90577*†
672.33—Ingots of alloy steel. MSR 69-90578†
672.5 —Blooms, billets, slabs, and sheet bars of iron or steel. MSR 69-90579
672.51—Blooms, billets, slabs, and sheet bars of iron or ordinary steel. MSR 69-90580*
672.52—Blooms, billets, slabs, and sheet bars of high carbon steel. MSR 69-90581*†
672.53—Blooms, billets, slabs, and sheet bars of alloy steel. MSR 69-90582
672.7 —Iron or steel coils for rerolling. MSR 69-90583*
672.71, 72—Coils for rerolling of iron, ordinary steel, or high carbon steel. MSR 69-90584*
672.73—Coils for rerolling of alloy steel. MSR 69-90585*
672.9 —Blanks for tubes and pipes. MSR 69-90586

Iron and steel bars, rods, angles, shapes, and sections

673.1 —Wire rod of iron or steel. MSR 69-90587
673.11, 12—Wire rod of iron, ordinary steel, or high carbon steel. MSR 69-90588*
673.13—Wire rod of alloy steel. MSR 69-90589*
673.2 —Bars and rods, except wire rod, of iron or steel. MSR 69-90590
673.21—Bars and rods, except wire rod, of iron or ordinary steel. MSR 69-90591*
673.22—Bars and rods, except wire rod, of high carbon steel. MSR 69-90592*
673.23—Bars and rods, except wire rod, of alloy steel. MSR 69-90593
673.4 —Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron or steel. MSR 69-90594
673.41, 42—Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron, ordinary steel, or high carbon steel. MSR 69-90595*
673.43—Angles, shapes, and sections, 80 mm. or more, and sheet piling of alloy steel. MSR 69-90596
673.5 —Angles, shapes, and sections, less than 80 mm., of iron or steel. MSR 69-90597*
673.51,52—Angles, shapes, and sections, less than 80 mm., of iron, ordinary steel, or high carbon steel. MSR 69-90598*
673.53—Angles, shapes, and sections, less than 80 mm., of alloy steel. MSR 69-90599*

Universals, plates, and sheets of iron or steel

674 —Universals, plates, and sheets of iron or steel. MSR 69-90600
674.1 —Universals and heavy plates and sheets, more than 4.75 mm. thick, of iron or steel. MSR 69-90601
674.11—Heavy plates and sheets of iron or ordinary steel. MSR 69-90602*
674.12—Heavy plates and sheets and universals of high carbon steel. MSR 69-90603*†
674.13—Heavy plates and sheets and universals of alloy steel. MSR 69-90604
674.14—Universals of iron or ordinary steel. MSR 69-90605*†
674.2 —Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or steel. MSR 69-90606*†
674.21—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or ordinary steel. MSR 69-90607*†
674.22—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of high carbon steel. MSR 69-90608*†
674.23—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of alloy steel. MSR 69-90609*†
674.3 —Plates and sheets, less than 3 mm. thick, of iron or steel, uncoated. MSR 69-90610†
674.31—Plates and sheets, less than 3 mm. thick, uncoated, of iron or ordinary steel. MSR 69-90611*†
674.32—Plates and sheets, less than 3 mm. thick, uncoated, of high carbon steel. MSR 69-90612*†
674.33—Plates and sheets, less than 3 mm. thick, uncoated, of alloy steel. MSR 69-90613†
674.7 —Tinned plates and sheets. MSR 69-90614
674.8 —Plates and sheets, less than 3 mm. thick, of iron or steel, coated. MSR 69-90615
674.81—Plates and sheets, less than 3 mm. thick, coated, of iron or ordinary steel. MSR 69-90616*†
674.82—Plates and sheets, less than 3 mm. thick, coated, of high carbon steel. MSR 69-90617*†
674.83—Plates and sheets, less than 3 mm. thick, coated, of alloy steel. MSR 69-90618*†

Hoop and strip of iron or steel

675.0 —Hoop and strip of iron or steel. MSR 69-90619
675.01, 02—Hoop and strip of iron, ordinary steel, or high carbon steel. MSR 69-90620
675.03—Hoop and strip of alloy steel. MSR 69-90621

Rails and railway track construction material of iron or steel

676.1 —Rails of iron or steel. MSR 69-90622
676.2 —Ties and other railway track material of iron or steel. MSR 69-90623

Iron and steel wire, except wire rod

677.0 —Iron and steel wire, except wire rod. MSR 69-90624
677.01, 02—Wire, except wire rod, of iron, ordinary steel, or high carbon steel. MSR 69-90625*
677.03—Wire, except wire rod, of alloy steel. MSR 69-90626

Tubes, pipes, and fittings of iron or steel

678 —Tubes, pipes, and fittings of iron or steel. MSR 69-90627
678.1 —Tubes and pipes of cast iron. MSR 69-90628
678.2, 3, 4—Tubes and pipes of iron (except cast iron) or steel. MSR 69-90629
678.5 —Tube and pipe fittings of iron or steel. MSR 69-90630

Iron and steel castings and forgings, unworked (n.e.s.)

679.1 —Iron castings, rough. MSR 69-90631
679.2 —Steel castings, rough. MSR 69-90632
679.3 —Iron and steel forgings, rough. MSR 69-90633

68 —NONFERROUS METALS. MSR 69-90634

Silver, platinum, and other metals of the platinum group

681.1 —Silver, unworked or partly worked. MSR 69-90635*
681.11—Silver, unwrought or partly worked, but not rolled. MSR 69-90636*
681.12—Rolled silver, unworked or partly worked. MSR 69-90637*
681.2 —Platinum and other platinum group metals, unworked or partly worked. MSR 69-90638
681.21—Platinum and other platinum group metals, unwrought or partly worked, but not rolled. MSR 69-90639*†
681.22—Rolled platinum and other platinum group metals, unworked or partly worked. MSR 69-90640*†

Copper

682.1 —Copper and alloys, unwrought. MSR 69-90641
682.11—Blister copper and other unrefined copper. MSR 69-90642*
682.12—Refined copper. MSR 69-90643
682.13—Master alloys of copper. MSR 69-90644*
682.2 —Copper and alloys, worked. MSR 69-90645
682.21—Bars, rods, angles, shapes, sections, and wire of copper. MSR 69-90646
682.22—Plates, sheets, and strip of copper. MSR 69-90647
682.23—Copper foil. MSR 69-90648*
682.24—Copper powders and flakes. MSR 69-90649
682.25—Tubes, pipes, blanks, and hollow bars of copper. MSR 69-90650
682.26—Tube and pipe fittings of copper. MSR 69-90651

Nickel

683.1 —Nickel and alloys, unwrought. MSR 69-90652
683.2 —Nickel and alloys, worked. MSR 69-90653
683.21—Bars, rods, angles, shapes, sections, and wire of nickel. MSR 69-90654*
683.22—Plates, sheets, strip, foil, powders, and flakes of nickel. MSR 69-90655*
683.23—Tubes, pipes, blanks, and their fittings, and hollow bars of nickel. MSR 69-90656*
683.24—Electroplating anodes of nickel. MSR 69-90657*

Aluminum

684.1 —Aluminum and alloys, unwrought. MSR 69-90658
684.2 —Aluminum and alloys, worked. MSR 69-90659

684.21—Bars, rods, angles, shapes, sections, and wire of aluminum. MSR 69-90660
684.22—Plates, sheets, and strip of aluminum. MSR 69-90661
684.23—Aluminum foil. MSR 69-90662
684.24—Aluminum powders and flakes. MSR 69-90663
684.25—Tubes, pipes, blanks, and hollow bars of aluminum. MSR 69-90664
684.26—Tube and pipe fittings of aluminum. MSR 69-90665*

Lead

685.1 —Lead and alloys, unwrought. MSR 69-90666
685.2 —Lead and alloys, worked. MSR 69-90667
685.21—Bars, rods, angles, shapes, sections, and wire of lead. MSR 69-90668*†
685.22—Plates, sheets, and strips of lead. MSR 69-90669*†
685.23—Lead foil, powders, and flakes. MSR 69-90670*†
685.24—Tubes, pipes, blanks, and their fittings and hollow bars of lead. MSR 69-90671*†

Zinc

686.1 —Zinc and alloys, unwrought. MSR 69-90672
686.2 —Zinc and alloys, worked. MSR 69-90673
686.21—Bars, rods, angles, shapes, sections, and wire of zinc. MSR 69-90674*†
686.22—Plates, sheets, strip, foil, powders, and flakes of zinc. MSR 69-90675*†
686.23—Tubes, pipes, blanks, and their fittings, and hollow bars of zinc. MSR 69-90676*†

Tin

687.1 —Tin and alloys, unwrought. MSR 69-90677
687.2 —Tin and alloys, worked. MSR 69-90678
687.21—Bars, rods, angles, shapes, sections, and wire of tin. MSR 69-90679*†
687.22—Plates, sheets, and strip of tin. MSR 69-90680*†
687.23—Tinfoil, powders, and flakes. MSR 69-90681*†
687.24—Tubes, pipes, blanks, and their fittings, and hollow bars of tin. MSR 69-90682*†

Uranium and thorium and their alloys

688.0 —Uranium and thorium and their alloys. MSR 69-90683

Miscellaneous nonferrous base metals employed in metallurgy

689.3 —Magnesium and beryllium. MSR 69-90684
689.31—Magnesium, unwrought. MSR 69-90685
689.32—Magnesium, wrought. MSR 69-90686
689.33—Beryllium. MSR 69-90687
689.4 —Tungsten, molybdenum, and tantalum. MSR 69-90688
689.41—Tungsten (wolfram). MSR 69-90689
689.42—Molybdenum. MSR 69-90690
689.43—Tantalum. MSR 69-90691
689.5 —Base metals (n.e.s.). MSR 69-90692

69 —MANUFACTURES OF METAL (N.E.S.) MSR 69-90693

Finished structural parts and structures (n.e.s)

691.1 —Finished structural parts and structures of iron or steel. MSR 69-90694
691.2 —Finished structural parts and structures of aluminum. MSR 69-90695
691.3 —Finished structural parts of zinc. MSR 69-90696*

Metal containers for storage and transport

692.1 —Tanks, vats, and reservoirs for storage. MSR 69-90697
692.11—Tanks, vats, and reservoirs for storage of iron or steel. MSR 69-90698
692.12—Tanks, vats, and reservoirs for storage of copper. MSR 69-90699*
692.13—Tanks, vats, and reservoirs for storage of aluminum. MSR 69-90700*
692.2 —Casks, drums, and similar containers used for transport. MSR 69-90701
692.21—Casks, drums, and similar containers used for transport of iron or steel. MSR 69-90702*
692.22—Casks, drums, and similar containers used for transport of aluminum. MSR 69-90703*
692.3 —Compressed gas cylinders. MSR 69-90704
692.31—Compressed gas cylinders of iron or steel. MSR 69-90705*
692.32—Compressed gas cylinders of aluminum. MSR 69-90706*

Wire products and fencing grills

693.1 —Wire cables and similar articles, not insulated. MSR 69-90707
693.11—Wire cables and similar articles, not insulated, of iron or steel. MSR 69-90708
693.12—Wire cables and similar articles, not insulated, of copper. MSR 69-90709*
693.13—Wire cables and similar articles, not insulated, of aluminum. MSR 69-90710*
693.2 —Wire of iron or steel, for fencing. MSR 69-90711
693.3 —Gauze, netting, and similar articles of wire. MSR 69-90712
693.31—Gauze, netting, and similar articles of iron or steel wire. MSR 69-90713*
693.32—Gauze, netting, and similar articles of copper wire. MSR 69-90714*
693.33—Gauze, netting, and similar articles of aluminum wire. MSR 69-90715*
693.4 —Expanded metal. MSR 69-90716
693.41—Expanded metal, iron or steel. MSR 69-90717*
693.42—Expanded metal, copper. MSR 69-90718*†
693.43—Expanded metal, aluminum. MSR 69-90719*†

Nails, screws, nuts, rivets, and similar articles

694.1 —Nails, tacks, staples, and spikes. MSR 69-90720
694.11—Nails, tacks, staples, and spikes of iron or steel. MSR 69-90721*
694.12—Nails, tacks, staples, and spikes of copper. MSR 69-90722*
694.2 —Nuts, bolts, screws, rivets, and washers. MSR 69-90723
694.21—Nuts, bolts, screws, rivets, and washers of iron or steel. MSR 69-90724*
694.22—Nuts, bolts, screws, rivets, and washers of copper. MSR 69-90725*

Tools for machines

695.1 —Handtools, mainly for agriculture or forestry. MSR 69-90726
695.2 —Other handtools and tools for machines. MSR 69-90727
695.21—Hand saws and saw blades. MSR 69-90728
695.22—Pliers, metal cutting shears, files, and similar tools. MSR 69-90729
695.23—Handtools (n.e.s.). MSR 69-90730.
695.24—Interchangeable tools for hand or machine tools. MSR 69-90731
695.25—Cutting blades for machines. MSR 69-90732
695.26—Tool tips, unmounted, of sintered metal carbides. MSR 69-90733

Cutlery

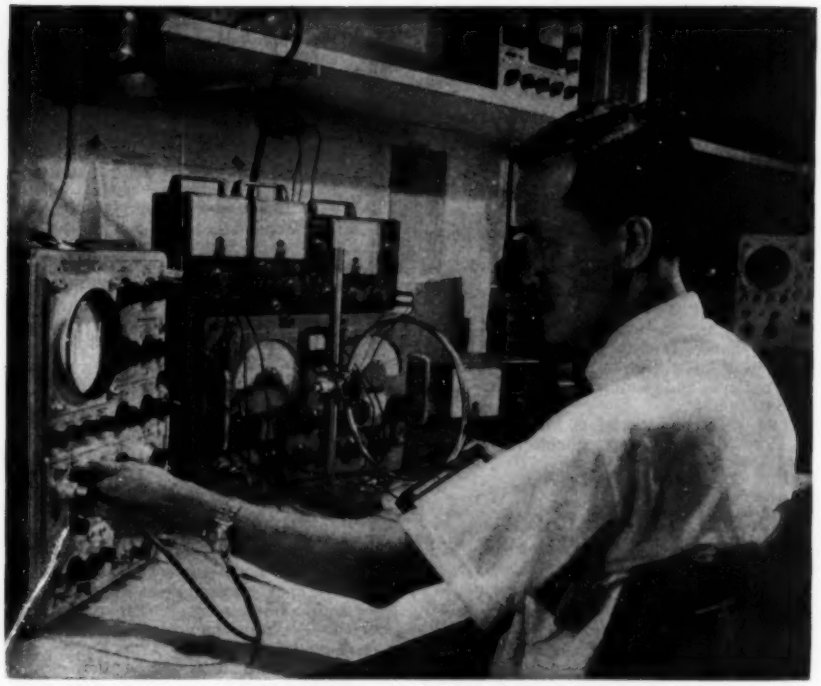
696.0 —Cutlery. MSR 69-90734
696.01—Knives. MSR 69-90735*
696.02—Knife blades. MSR 69-90736*†
696.03—Razors and razor blades. MSR 69-90737*
696.04, 05—Scissors and their blades; other articles of cutlery. MSR 69-90738*
696.06—Spoons, forks, and similar tableware. MSR 69-90739*†
696.07—Handles for cutlery of base metal. MSR 69-90740*†

Household equipment of base metal

697.1 —Domestic stoves, cookers, ovens, and space heaters. MSR 69-90741
697.11—Domestic stoves, cookers, ovens, and space heaters of iron or steel. MSR 69-90742*†
697.12—Domestic stoves, cookers, ovens, and space heaters of copper. MSR 69-90743*†
697.2 —Domestic utensils of base metal. MSR 69-90744
697.21—Domestic utensils of iron or steel. MSR 69-90745
697.22—Domestic utensils of copper. MSR 69-90746*
697.23—Domestic utensils of aluminum. MSR 69-90747
697.9 —Other household equipment of base metal. MSR 69-90748
697.91—Steel wool, pot scourers, and polishing pads of iron or steel. MSR 69-90749
697.92, 93—Indoor ornaments (n.e.s.), frames and mirrors of base metal. MSR 69-90750*

Manufactures of metal (n.e.s)

698.1 —Locksmiths' wares. MSR 69-90751
698.11—Locks, padlocks, and keys of base metal. MSR 69-90752
698.12—Hinges, catches, and similar base metal fittings and mountings. MSR 69-90753
698.2 —Safes, strongrooms, and strongboxes of base metal. MSR 69-90754
698.3 —Chain and parts of iron or steel. MSR 69-90755
698.4 —Anchors, grapnels, and parts of iron or steel. MSR 69-90756*
698.5 —Pins and needles of iron or steel and base metal fittings. MSR 69-90757
698.51—Needles for hand sewing and similar articles of iron or steel. MSR 69-90758*
698.52—Pins, hairpins, and curling grips of iron or steel. MSR 69-90759*
698.53—Clasps, hooks, buckles, and similar articles of base metal. MSR 69-90760*†



HONG KONG is one of the 69 countries for which individual Market Share Reports are available. Above, engineer tests new model transistor radio in laboratory at International Electronics there.

698.6 —Springs and leaves for springs of iron, steel, or copper. MSR 69-90761
698.61—Springs and leaves for springs of iron or steel. MSR 69-90762*
698.62—Springs and leaves for springs of copper. MSR 69-90763*
698.8 —Miscellaneous articles of base metal. MSR 69-90764
698.81—Chain and parts of copper. MSR 69-90765*
698.82—Flexible tubing and piping of base metal. MSR 69-90766*
698.83—Beads and spangles of base metal. MSR 69-90767*†
698.84—Bells, nonelectric, of base metal. MSR 69-90768*†
698.85—Stoppers, crown corks, and similar articles of base metal. MSR 69-90769*
698.86—Name plates and other signs of base metal. MSR 69-90770*
698.87—Soldering and welding rods, and similar products of base metal or metal carbides. MSR 69-90771*
698.9 —Articles of base metals (n.e.s.). MSR 69-90772
698.91—Articles of iron or steel, except castings and forgings in the rough state (n.e.s.). MSR 69-90773*
698.92—Articles of copper (n.e.s.). MSR 69-90774*
698.93—Articles of nickel (n.e.s.). MSR 69-90775*†
698.94—Articles of aluminum (n.e.s.). MSR 69-90776*
698.95—Articles of magnesium (n.e.s.). MSR 69-90777*†
698.96—Articles of lead (n.e.s.). MSR 69-90778*†
698.97—Articles of zinc (n.e.s.). MSR 69-90779*
698.98—Articles of tin (n.e.s.). MSR 69-90780*

7 —MACHINERY AND TRANSPORT EQUIPMENT. MSR 69-90781

71 —NONELECTRIC MACHINERY. MSR 69-90782

Power generating machinery, other than electric

711.1 —Steam generating boilers. MSR 69-90783
711.2 —Boiler house plant. MSR 69-90784
711.3 —Steam engines. MSR 69-90785
711.31—Steam engines incorporating boilers. MSR 69-90786*†
711.32—Steam engines not incorporating boilers. MSR 69-90787*†
711.4 —Aircraft engines. MSR 69-90788
711.41—Internal combustion engines for aircraft. MSR 69-90789
711.42—Jet and gas turbines for aircraft. MSR 69-90790
711.5 —Internal combustion engines, not for aircraft. MSR 69-90791
711.6 —Gas turbines, not for aircraft. MSR 69-90792
711.7 —Nuclear reactors. MSR 69-90793
711.8 —Engines (n.e.s.). MSR 69-90794
711.81—Water turbines and other water engines. MSR 69-90795*
711.89—Other engines (n.e.s.). MSR 69-90796*

Agricultural machinery and implements

712.1 —Agricultural machinery for preparing and cultivating the soil. MSR 69-90797
712.2 —Agricultural machinery for harvesting, threshing, and sorting. MSR 69-90798
712.3 —Milking machines, cream separators, and other dairy equipment. MSR 69-90799
712.31—Cream separators. MSR 69-90800*†
712.39—Other dairy machinery. MSR 69-90801*†
712.5 —Tractors, other than road tractors. MSR 69-90802
712.9 —Agricultural machinery and appliances (n.e.s.). MSR 69-90803
712.91—Presses for winemaking and similar machinery. MSR 69-90804*
712.99—Other agricultural machinery. MSR 69-90805*

Office machines

714.1 —Typewriters and checkwriting machines. MSR 69-90806
714.2, 3—Calculating, accounting, and similar machines; statistical machines; electronic computers. MSR 69-90807
714.9 —Office machines (n.e.s.). MSR 69-90809
714.91—Duplicating, addressing, and similar machines. MSR 69-90810*
714.92—Parts of office machinery (n.e.s.). MSR 69-90811*

Metalworking machinery

715.1 —Machine tools for working metals. MSR 69-90812
715.2 —Other metalworking machinery. MSR 69-90813
715.21—Converters, ladles, ingot molds, and casting machines. MSR 69-90814
715.22—Rolling mills and rolls therefor. MSR 69-90815
715.23—Gas operated welding and cutting appliances. MSR 69-90816

Textile and leather machinery

717.1 —Textile machinery. MSR 69-90817
717.11—Spinning and similar machines. MSR 69-90818*
717.12—Weaving, knitting, and similar machines. MSR 69-90819*
717.13—Machines auxiliary to weaving and similar machines. MSR 69-90820*
717.14—Machinery for manufacturing or finishing felt. MSR 69-90821*
717.15—Textile bleaching, washing, finishing, and similar machinery, except domestic washing machines. MSR 69-90822*
717.2 —Machinery for preparing and tanning hides, skins, or leather. MSR 69-90823
717.3 —Sewing machines. MSR 69-90824

Machines for special industries

718.1 —Papermill and pulpmill machinery, and other machinery for making paper articles. MSR 69-90825
718.11—Machinery for making or finishing cellulosic pulp, paper, or paperboard. MSR 69-90826*
718.12—Paper cutting machines and other machinery for making articles of paper pulp, paper, or paperboard. MSR 69-90827*
718.2 —Printing and bookbinding machinery. MSR 69-90828
718.21—Bookbinding machinery. MSR 69-90829
718.22—Type-making and type-setting machinery. MSR 69-90830

718.29—Other printing machinery (n.e.s.). MSR 69-90831
718.3 —Food processing machinery, except domestic. MSR 69-90832
718.31—Machinery for milling grain. MSR 69-90833
718.39—Other food processing machinery, except domestic. MSR 69-90834
718.4 —Construction and mining machinery. MSR 69-90835
718.41—Road rollers, mechanically propelled. MSR 69-90836
718.42—Excavating, leveling, boring, and similar machinery. MSR 69-90837
718.5 —Mineral crushing, sorting, molding, and glassworking machinery. MSR 69-90838
718.51—Mineral crushing, sorting, and similar machinery. MSR 69-90839
718.52—Glassworking machinery. MSR 69-90840

Nonelectric machinery and appliances and machine parts (n.e.s.)

719.1 —Heating and cooling equipment. MSR 69-90841
719.11—Gas generators. MSR 69-90842
719.12—Air-conditioning machines. MSR 69-90843
719.13—Furnace burners and mechanical stokers. MSR 69-90844
719.14—Industrial and laboratory furnaces and ovens, nonelectric. MSR 69-90845
719.15—Refrigerators, except domestic, and other refrigerating equipment. MSR 69-90846
719.19—Other apparatus for treating materials with heat or cold, except for domestic use. MSR 69-90847*
719.2 —Pumps and centrifuges. MSR 69-90848
719.21—Pumps for liquids. MSR 69-90849
719.22—Pumps and compressors for air and gases. MSR 69-90850*
719.23—Centrifuges, except cream separators, and filtering and purifying machinery for liquids and gasses. MSR 69-90851*
719.3 —Mechanical handling equipment. MSR 69-90852
719.31—Lifting and loading machinery. MSR 69-90853
719.32—Fork lift and other industrial trucks for moving goods within a plant. MSR 69-90854
719.4 —Domestic appliances, nonelectric. MSR 69-90855
719.41—Domestic food processing appliances, nonelectric. MSR 69-90856*
719.42—Domestic refrigerators, nonelectric. MSR 69-90857
719.43—Domestic water heaters, nonelectric. MSR 69-90858
719.5 —Power tools. MSR 69-90859
719.51—Machine tools for working minerals. MSR 69-90860*
719.52—Machine tools for working wood, plastics, and other hard carving materials. MSR 69-90861
719.53—Motorized handtools, nonelectric. MSR 69-90862
719.54—Parts and accessories of machine tools. MSR 69-90863
719.6 —Other nonelectric machinery. MSR 69-90864
719.61—Calendering and similar rolling machines (n.e.s.), and their cylinders. MSR 69-90865*
719.62—Bottling and packaging machinery. MSR 69-90866
719.63—Weighing machinery. MSR 69-90867
719.64—Spraying machinery. MSR 69-90868*
719.65—Automatic vending machines. MSR 69-90869*
719.66—Railway track fixtures and fittings. MSR 69-90870*
719.7 —Ball, roller, or needle-roller bearings. MSR 69-90871
719.8 —Machinery and appliances (n.e.s). MSR 69-90872
719.9 —Parts and accessories of machinery (n.e.s.). MSR 69-90873
719.91—Molding boxes for metal foundry and molds, except ingot molds. MSR 69-90874*
719.92—Taps, cocks, valves, and similar appliances (n.e.s.). MSR 69-90875*
719.93—Transmission shafts and cranks, pulleys and similar machinery. MSR 69-90876*
719.94—Metal-plastic joints. MSR 69-90877*
719.99—Machinery parts, nonelectric (n.e.s.). MSR 69-90878*

72 —ELECTRIC MACHINERY, APPARATUS, AND APPLIANCES. MSR 69-90879

Electric power machinery and switchgear

722.1 —Electric power machinery. MSR 69-90880
722.2 —Switchgear and other electric circuit apparatus. MSR 69-90881

Equipment for distributing electricity

723.1 —Insulated wire and cable. MSR 69-90882
723.2 —Electrical insulating equipment. MSR 69-90883
723.21—Electrical insulators. MSR 69-90884*†
723.22—Other insulating fittings for electrical equipment. MSR 69-90885*†
723.23—Electrical conduit tubing and joints, of base metal lined with insulating material. MSR 69-90886*†

Telecommunications apparatus

724.1 —Television broadcast receivers. MSR 69-90887
724.2 —Radio broadcast receivers. MSR 69-90888
724.9 —Telecommunications equipment (n.e.s). MSR 69-90889
724.91—Electrical line telephone and telegraph equipment. MSR 69-90890
724.92—Microphones, loudspeakers, and amplifiers. MSR 69-90891*
724.99—Other telecommunications equipment. MSR 69-90892*

Domestic electrical equipment

725.0 —Domestic electric equipment. MSR 69-90893
725.01—Domestic refrigerators, electric. MSR 69-90894
725.02—Domestic washing machines, whether or not electric. MSR 69-90895
725.03—Electromechanical domestic appliances (n.e.s.). MSR 69-90896
725.04—Electric shavers and hair clippers. MSR 69-90897*
725.05—Electric space and water heaters, and similar equipment. MSR 69-90898

Electric apparatus for medical purposes and radiological apparatus

726.1 —Electromedical apparatus. MSR 69-90899
726.2 —X-ray apparatus. MSR 69-90900

Other electric machinery and apparatus

729.1 —Batteries and accumulators. MSR 69-90901
729.11—Primary batteries and cells. MSR 69-90902
729.12—Electric accumulators (storage batteries). MSR 69-90903
729.2 —Electric lamps. MSR 69-90904
729.3 —Electron tubes, photocells, and semiconductors. MSR 69-90905
729.4 —Automotive electric equipment. MSR 69-90906
729.41—Electric starting and ignition equipment for internal combustion engines. MSR 69-90907*
729.42—Electric lighting and similar equipment for vehicles. MSR 69-90908*
729.5 —Electric measuring and controlling instruments. MSR 69-90909
729.51—Electricity supply meters. MSR 69-90910
729.52—Other electric measuring and controlling instruments. MSR 69-90911
729.6 —Electromechanical handtools. MSR 69-90912
729.7 —Electron and proton accelerators. MSR 69-90913*
729.9 —Electric machinery and apparatus (n.e.s.). MSR 69-90914
729.91—Electromagnets, permanent magnets, and electromagnetic appliances. MSR 69-90915*
729.92—Electric furnaces, welding, and cutting apparatus. MSR 69-90916
729.93—Electric traffic control equipment. MSR 69-90917*
729.94—Electric signaling apparatus (n.e.s.). MSR 69-90918*
729.95—Electrical condensors. MSR 69-90919*
729.96—Electrical carbons. MSR 69-90920*
729.98—Electric parts of machinery and appliances, (n.e.s.). MSR 69-90921*
729.99—Other electric goods and apparatus (n.e.s.). MSR 69-90922*

73 —TRANSPORT EQUIPMENT. MSR 69-90923

Railway vehicles

731.1 —Steam railway locomotives and tenders. MSR 69-90924†
731.2 —Electric railway locomotives, not self-generating. MSR 69-90925
731.3 —Railway locomotives, not steam or electric. MSR 69-90926
731.4 —Self-propelled railway cars. MSR 69-90927
731.5 —Railway passenger cars, not self-propelled. MSR 69-90928
731.6 —Railway freight and maintenance cars, not self-propelled. MSR 69-90929
731.61—Railway service vehicles. MSR 69-90930
731.62—Railway freight cars. MSR 69-90931
731.63—Road-rail and similar containers. MSR 69-90932*
731.7 —Parts of railway locomotives and rolling stock (n.e.s.). MSR 69-90933

Road motor vehicles

732.1,6—Passenger cars and chassis with engines mounted. MSR 69-90934
732.2 —Buses. MSR 69-90935
732.3,5—Trucks and tractors for tractor-trailers. MSR 69-90936
732.4 —Special purpose trucks and vans. MSR 69-90937
732.7 —Other chassis with engines mounted. MSR 69-90938*†
732.8 —Motor vehicle bodies, chassis, and other parts, except for motorcycles. MSR 69-90939
732.81—Bodies for motor vehicles, except motorcycles. MSR 69-90940*
732.89—Other parts for motor vehicles, except motorcycles. MSR 69-90941*
732.9 —Motorcycles, motorized cycles, and parts. MSR 69-90942
732.91—Motorcycles, autocycles, and sidecars. MSR 69-90943*
732.92—Parts for motorcycles, autocycles, and sidecars. MSR 69-90944*

Road vehicles other than motor vehicles

733 —Road vehicles other than motor vehicles. MSR 69-90945
733.1 —Bicycles and other cycles, and parts. MSR 69-90946
733.11—Bicycles and other cycles. MSR 69-90947
733.12—Parts of bicycles and other cycles. MSR 69-90948
733.3,4—Trailers and other vehicles, not motorized: invalid carriages. MSR 69-90949

Aircraft

734.1 —Aircraft. MSR 69-90950
734.9 —Airships, balloons, and parts of aircraft, airships, and balloons. MSR 69-90951
734.91—Airships and balloons. MSR 69-90952*
734.92—Parts of aircraft, airships, and balloons. MSR 69-90953

Ships and boats

735.1 —Warships. MSR 69-90954
735.3 —Ships and boats, except warships. MSR 69-90955
735.8 —Ships and other vessels for breaking up. MSR 69-90956*
735.9 —Ships and boats (n.e.s.). MSR 69-90957
735.91—Tugs. MSR 69-90958
735.92—Dredgers and other special purpose vessels. MSR 69-90959
735.93—Buoys and other floating structures. MSR 69-90960*

8 —MISCELLANEOUS MANUFACTURED ARTICLES. MSR 69-90961

Sanitary, plumbing, heating, and lighting fixtures and fittings

812.1 —Central heating apparatus. MSR 69-90962
812.2 —Sinks, wash basins, and other sanitary and plumbing fixtures of ceramic materials. MSR 69-90963
812.3 —Sinks, wash basins, and other sanitary and plumbing fixtures of iron or steel. MSR 69-90964
812.4 —Lighting fixtures, lamps, and lanterns. MSR 69-90965
812.41—Illuminating and signaling glassware. MSR 69-90966
812.42—Lamps, lighting fittings, and parts of base metal. MSR 69-90967
812.43—Flashlights and other portable lamps. MSR 69-90968

Furniture

821.0 —Furniture. MSR 69-90969
821.01—Chairs and parts. MSR 69-90970*†
821.02—Medical and similar furniture and parts. MSR 69-90971*
821.03—Mattresses and similar stuffed furnishings. MSR 69-90972*
821.09—Furniture and parts (n.e.s.). MSR 69-90973*

Travel goods, handbags, and similar articles

831.0 —Travel goods, handbags, and similar articles. MSR 69-90974

Clothing, except fur clothing

841 —Clothing, except fur clothing. MSR 69-90975
841.1 —Clothing, not knitted or crocheted. MSR 69-90976
841.11—Men's and boys' outer garments, not knitted or crocheted. MSR 69-90977
841.12—Women's, girls', and infants' outer garments, not knitted or crocheted. MSR 69-90978
841.13—Men's and boys' under garments, not knitted or crocheted. MSR 69-90979
841.14—Women's, girls', and infants' under garments, not knitted or crocheted. MSR 69-90980
841.2 —Clothing accessories, not knitted or crocheted. MSR 69-90981
841.21—Handkerchiefs. MSR 69-90982
841.22-24—Shawls, scarves, ties, collars, cuffs, and similar accessories, not knitted or crocheted. MSR 69-90983*
841.25—Corsets, suspenders, and similar articles, including knitted or crocheted. MSR 69-90984
841.26—Gloves, stockings, and socks, not knitted or crocheted. MSR 69-90985
841.29—Other clothing accessories (n.e.s.). MSR 69-90986*
841.3 —Leather clothing and accessories. MSR 69-90987
841.4 —Clothing and accessories, knitted or crocheted. MSR 69-90988
841.41—Gloves, knitted or crocheted, not elastic or rubberized. MSR 69-90989*
841.42—Stockings and socks, knitted or crocheted, not elastic or rubberized. MSR 69-90990
841.43—Under garments, knitted or crocheted, not elastic or rubberized. MSR 69-90991
841.44—Outer garments, knitted or crocheted, not elastic or rubberized. MSR 69-90992
841.45—Knitted or crocheted fabric, elastic or rubberized. MSR 69-90993*
841.5 —Headgear. MSR 69-90994
841.51—Headgear of felt. MSR 69-90995*
841.52—Headgear, plaited. MSR 69-90996*†
841.53—Headgear, knitted, crocheted, or of textile fabric, except felt. MSR 69-90997*†
841.54—Headbands, linings, and other parts of headgear. MSR 69-90998*
841.59—Other headgear. MSR 69-90999*†
841.6 —Rubber clothing and accessories. MSR 69-91000

Fur clothing

842.0 —Fur clothing. MSR 69-91001
842.01—Articles of furskins. MSR 69-91002
842.02—Artificial fur and articles. MSR 69-91003*

Footwear

851.0 —Footwear. MSR 69-91004
851.01—Footwear, rubber or plastic. MSR 69-91005*†

MACHINERY AND EQUIPMENT of various kinds can be pinpointed among the hundreds of commodity Market Share Reports listed on pages 29-41. Below, U.S. equipment builds new highways in Near East.

851.02—Footwear with soles of leather, rubber, or plastic. MSR 69-91006*†
851.03—Footwear with soles of wood or cork. MSR 69-91007*†
851.04—Footwear with soles of other materials. MSR 69-91008*†
851.05—Gaiters, spats, leggings, and similar articles. MSR 69-91009*†

Scientific, medical, optical, measuring, and controlling instruments and apparatus

861.1 —Optical elements. MSR 69-91010
861.11—Optical elements, unmounted. MSR 69-91011*
861.12—Optical elements, mounted. MSR 69-91012*
861.2 —Spectacles and frames. MSR 69-91013
861.21—Frames and parts for spectacles. MSR 69-91014*†
861.22—Spectacles and similar articles. MSR 69-91015*†
861.3 —Binoculars, microscopes, and other optical instruments. MSR 69-91016
861.31, 32—Binoculars and refracting telescopes (n.e.s.); astronomical instruments and their mountings. MSR 69-91017
861.33—Microscopes and diffraction apparatus, electron and proton. MSR 69-91018*
861.34—Compound optical microscopes. MSR 69-91019*
861.39—Optical appliances and instruments (n.e.s.). MSR 69-91020*
861.4 —Photographic cameras other than motion-picture; flashlight apparatus. MSR 69-91021
861.5 —Motion-picture cameras, projectors, and sound recorders. MSR 69-91022
861.6 —Photographic and motion-picture apparatus (n.e.s.). MSR 69-91023
861.61—Image projectors, enlargers, and reducers, except motion-picture. MSR 69-91024
861.69—Photographic equipment (n.e.s.). MSR 69-91025
861.7 —Medical instruments. MSR 69-91026
861.71—Medical instruments and appliances, except electromedical. MSR 69-91027
861.72—Mechanotherapy appliances and similar apparatus. MSR 69-91028*
861.8 —Meters and counters, nonelectric. MSR 69-91029
861.81—Gas or liquid supply meters. MSR 69-91030
861.82—Revolution, production, and similar counting devices. MSR 69-91031*
861.9 —Measuring, controlling, and scientific instruments. MSR 69-91032
861.91—Surveying and similar instruments. MSR 69-91033*
861.92—Balances. MSR 69-91034*
861.93—Drawing, measuring, calculating, and similar instruments. MSR 69-91035*
861.94—Technical models for demonstration. MSR 69-91036*
861.95—Mechanical appliances for testing physical properties of industrial materials. MSR 69-91037*
861.96—Hydrometers, thermometers, and similar instruments. MSR 69-91038*
861.97—Instruments for measuring or controlling the flow, depth, pressure, etc. of liquids or gases. MSR 69-91039*
861.98—Instruments, except mechanical, for physical or chemical analysis. MSR 69-91040*
861.99—Parts and accessories of measuring, controlling, and scientific instruments. MSR 69-91041*

Photographic and motion-picture supplies

862.3 —Chemical products and flashlight materials used in photography, for retail. MSR 69-91042*
862.4 —Photographic film, plates, and paper, and developed film other than motion-picture. MSR 69-91043
862.41—Photographic plates and film in the flat, sensitized, unexposed, except of paper, paperboard, or cloth. MSR 69-91044
862.42—Film in rolls, sensitized, unexposed. MSR 69-91045
862.43—Paper, paperboard, and cloth, sensitized, not developed. MSR 69-91046
862.44, 45—Sensitized plates and film, exposed, not developed; plates and film, except motion-picture, exposed and developed. MSR 69-91047*

Developed motion-picture film

863.0 —Motion-picture film, developed. MSR 69-91048
863.01—Sound track, developed. MSR 69-91049*†
863.09—Other motion-picture film, developed. MSR 69-91050*†

Watches and clocks

864.1 —Watches, watch movements, and cases. MSR 69-91051
864.11—Wrist watches and other watches. MSR 69-91052*
864.12—Clocks with watch movements. MSR 69-91053*†
864.13—Watch movements, assembled. MSR 69-91054*†
864.14—Watch cases and parts. MSR 69-91055*
864.2 —Clocks, clock movements, and parts. MSR 69-91056
864.21—Instrument panel clocks. MSR 69-91057*†
864.22—Clocks (n.e.s.). MSR 69-91058*†
864.23—Timeclocks. MSR 69-91059*
864.24—Time switches with clock movement. MSR 69-91060*†
864.25—Clock movements, assembled. MSR 69-91061*†
864.26—Clock cases and parts. MSR 69-91062*†
864.29—Clock and watch parts (n.e.s.). MSR 69-91063*†

Musical instruments, sound recorders and reproducers, and parts

891.1 —Phonographs, tape recorders, and other sound recorders and reproducers, and parts. MSR 69-91064
891.11—Phonographs, tape recorders, and other sound recorders and reproducers. MSR 69-91065*
891.12—Parts of phonographs, tape recorders, or other sound recorders or reproducers. MSR 69-91066*
891.2 —Phonograph records, and other sound recordings and recording media. MSR 69-91067
891.4 —Pianos and other string musical instruments. MSR 69-91068
891.41—Pianos, other keyboard string instruments, and harps. MSR 69-91069†
891.42—Other string musical instruments. MSR 69-91070*†
891.43—Musical instrument strings. MSR 69-91071*†
891.8 —Musical instruments (n.e.s.). MSR 69-91072
891.81—Pipe and reed organs. MSR 69-91073*†
891.82—Accordions, concertinas, and mouth organs. MSR 69-91074*†
891.83—Other wind musical instruments. MSR 69-91075*†
891.84—Percussion musical instruments. MSR 69-91076*†
891.85—Electrical musical instruments. MSR 69-91077*†
891.89—Other musical instruments (n.e.s.). MSR 69-91078*†
891.9 —Parts and accessories of musical instruments. MSR 69-91079*

Printed matter

892.1 —Books, pamphlets, and maps, printed. MSR 69-91080
892.11,12—Printed books and pamphlets; children's picture and painting books. MSR 69-91081*
892.13—Maps and hydrographic charts. MSR 69-91082
892.2 —Newspapers and periodicals. MSR 69-91083
892.3 —Music, printed or in manuscript. MSR 69-91084
892.4 —Picture postcards, picture greeting cards, and transfers, printed. MSR 69-91085*
892.41—Transfers. MSR 69-91086*
892.42—Picture postcards and picture greeting cards, printed. MSR 69-91087*
892.9 —Printed matter (n.e.s.). MSR 69-91088
892.91—Paper or paperboard labels. MSR 69-91089*
892.92—Plans and drawings for industrial or commercial purposes, not printed. MSR 69-91090*†
892.93—Unissued stamps, banknotes, and similar documents. MSR 69-91091*†
892.94—Calendars of paper. MSR 69-91092*
892.99—Other printed matter, including printed pictures and photographs. MSR 69-91093*

Articles of plastic materials

893.0 —Articles of plastic materials. MSR 69-91094

Perambulators, toys, games, and sporting goods

894.1 —Baby and invalid carriages, not motorized or self-propelled. MSR 69-91095*
894.2 —Children's toys and indoor games. MSR 69-91096
894.21—Wheeled toys and doll carriages. MSR 69-91097*
894.22—Dolls. MSR 69-91098*
894.23—Toys (n.e.s.). MSR 69-91099*
894.24—Equipment for indoor games. MSR 69-91100*
894.25—Christmas decorations. MSR 69-91101*
894.3 —Nonmilitary arms. MSR 69-91102
894.31—Firearms, except military weapons, revolvers, and pistols. MSR 69-91103*†
894.32—Other nonmilitary arms. MSR 69-91104*†
894.33—Parts of nonmilitary arms. MSR 69-91105*
894.4 —Other sporting goods. MSR 69-91106
894.41—Fishing and hunting equipment. MSR 69-91107

894.42—Other requisites for outdoor sports. MSR 69-91108
894.5 —Fairground amusements. MSR 69-91109*

Office and stationery supplies (n.e.s.)

895.1 —Office and stationery supplies of base metal. MSR 69-91110
895.11—Filing cabinets and similar office equipment, except furniture of base metal. MSR 69-91111
895.12—Fittings for files, paper-clips, and similar stationery goods of base metal. MSR 69-91112*
895.2 —Pens, pencils, and fountain pens. MSR 69-91113
895.21—Fountain pens, propelling pencils, penholders, and parts. MSR 69-91114
895.22—Pen nibs and nib points. MSR 69-91115
895.23—Pencils, crayons, drawing charcoals, and chalk. MSR 69-91116
895.9 —Other office and stationery supplies. MSR 69-91117
895.91—Inks, other than printing. MSR 69-91118
895.92—Slates for writing. MSR 69-91119*†
895.93—Date, sealing, and similar stamps, hand-operated. MSR 69-91120*
895.94—Typewriter and similar ribbons and ink pads. MSR 69-91121
895.95—Sealing wax and copying pastes. MSR 69-91122*†

Works of art, collectors' pieces, and antiques

896.0 —Works of art and antiques. MSR 69-91123
896.01—Paintings, drawings, and pastels, executed by hand, other than commercial. MSR 69-91124*†
896.02—Original engravings, prints, and lithographs. MSR 69-91125*†
896.03—Original sculptures and statuary. MSR 69-91126*†
896.04—Postage and similar stamps of philatelic interest. MSR 69-91127*†
896.05—Naturalists' collections and collectors' pieces of numismatic and other interest. MSR 69-91128*†
896.06—Antiques (n.e.s.). MSR 69-91129*†

Jewelry and goldsmiths' and silversmiths' wares

897.1 —Gold, silver, and platinum jewelry; goldsmiths' and silversmiths' wares. MSR 69-91130
897.11—Jewelry of precious metal. MSR 69-91131
897.12,13—Goldsmiths' and silversmiths' wares, laboratory and industrial articles of precious metal. MSR 69-91132
897.14—Articles incorporating pearls, precious or semiprecious stones. MSR 69-91133*
897.2 —Imitation jewelry. MSR 69-91134

Manufactured articles (n.e.s.)

899.1 —Articles and manufactures of carving or molding material. MSR 69-91135*
899.11—Worked tortoise shell and articles. MSR 69-91136*†
899.12—Worked mother-of-pearl and articles. MSR 69-91137*†
899.13—Worked ivory and articles. MSR 69-91138*†

AT HELSINKI PORT, vessels come and go loaded with exports and imports. A Market Share Report on Finland provides a wealth of statistical data on the country's imports of manufactured products.

899.14—Worked bone and articles. MSR 69-91139*†
899.15—Other worked animal carving material and articles. MSR 69-91140*†
899.16—Worked vegetable carving material and articles. MSR 69-91141*†
899.17—Worked jet, amber, meerschaum, and articles, MSR 69-91142*†
899.18—Molded or carved articles of wax, natural gums and resins, and similar materials. MSR 69-91143*†
899.2 —Basketwork and other articles of plaiting materials; brooms and brushes. MSR 69-91144
899.21,22—Plaits and similar products; basketwork and other articles of plaiting materials. MSR 69-91145*
899.23-26—Brooms and brushes; brushmaking knots and tufts; feather dusters. MSR 69-91146*
899.27—Hand sieves and riddles. MSR 69-91147*
899.3 —Candles, matches, combustible products, and smokers' requisites. MSR 69-91148
899.31—Candles, tapers, and similar products. MSR 69-91149*
899.32—Matches. MSR 69-91150
899.33—Combustible preparations and products (n.e.s.). MSR 69-91151*
899.34—Mechanical lighters and parts except flints and wicks. MSR 69-91152*
899.35—Smoking pipes, cigarette holders, and parts. MSR 69-91153
899.4 —Umbrellas, parasols, and similar articles. MSR 69-91154
899.41—Umbrellas and parasols. MSR 69-91155*†
899.42—Canes, riding crops, and similar articles. MSR 69-91156*†
899.43—Parts of umbrellas, canes, and similar articles. MSR 69-91157*†
899.5 —Small ware and toilet articles. MSR 69-91158
899.51—Powder puffs and pads. MSR 69-91159*
899.52—Buttons, button molds, and similar articles. MSR 69-91160*
899.53—Slide fasteners and parts. MSR 69-91161*
899.54—Combs and similar articles. MSR 69-91162*
899.55—Corset stays and similar supports for apparel. MSR 69-91163*
899.56—Scent and similar sprays for toilet purposes. MSR 69-91164*
899.57—Tailors' dummies and animated displays for window dressing. MSR 69-91165*
899.6 —Orthopedic and prosthetic appliances, and hearing aids. MSR 69-91166
899.61—Hearing aids. MSR 69-91167
899.62—Orthopedic and prosthetic appliances. MSR 69-91168
899.9 —Other manufactured articles. MSR 69-91169
899.91—Articles made from gut and similar materials. MSR 69-91170*
899.92—Prepared feathers, down, and articles. MSR 69-91171*
899.93—Artificial flowers and fruit. MSR 69-91172
899.94—Human hair and other hair for wigs. MSR 69-91173*
899.95—Wigs, switches, and similar articles. MSR 69-91174*
899.96—Fans, nonmechanical, and parts. MSR 69-91175*
899.97—Vacuum bottles, except glass liners. MSR 69-91176
899.98—Parachutes. MSR 69-91177
899.99—Catapults and similar aircraft launching gear, etc. MSR 69-91178

Two British firms desire licenses

Two British firms seek licenses; one to produce special coatings for rigid and flexible plastics, the other to make additional items complementary to its present line.

A British manufacturer of paper and textile machinery seeks licenses to make additional products. Of particular interest is equipment utilized in the finishing stages of production by these industries and similar machinery for other fields such as rubber machinery and waste balers.

Write: Dilworth & Morris Ltd., St. Georges Road, New Mills, Nr. Stockport, Cheshire, England. WTD.

A Birmingham manufacturer of paints and varnishes seeks licenses to produce special coatings for rigid and flexible plastics, particularly those used in the automotive industry. Also of interest are hot melt adhesives, coatings for containers, and irradiation or alternative fast curing process for metal strip to include specialized coatings.

The firm is associated with a British industrial group whose members manufacture steel tubes, aluminum products, machinery and electrical gear. It supplies coatings to some of these companies.

Write: Drynamels Ltd., Shaftmoor Lane, Hall Green, Birmingham 28, England.★ WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Japanese construction firm seeks license arrangement

A Japanese highway construction firm is seeking a license arrangement with an American company for the technology required in asphalt or concrete paving of sloping earth and rock filled dams. The firm is planning to bid on a project requiring such work but will need know-how and equipment to perform the paving.

Write: Mr. Paul A. Kurabayashi, gen. mgr. of foreign construction, Maeda Road Construction Co., Ltd., Inoue Bldg., 14-12 Kami-Osaki 3-chome, Shinagawa-ku, Tokyo, Japan.

Canadian group proposes prefab housing venture

A firm of Canadian real estate brokers is interested in a joint venture with an American firm for the production of prefabricated, winterized, one family houses.

The company, established in 1957, is active in the field of international real estate transactions and is interested in introducing Canadian investment possibilities to foreign investors.

Write: Mr. Joseph Riwash, pres., Riwash Enterprises Inc., 4126 Kent Ave., Montreal 249, P.Q., Canada. WTD.

Australian meat plant offered to U.S. importers

An Australian company operating a modern abattoir is desirous of contacting U.S. importers of Australian meat who might be interested in processing meat purchases.

Write: Mr. G. S. Oakley, Gen. Mgr., Wheelock Marden & Co. (Australia) Ltd., 4th Floor, 2 O'Connell St., Sydney, New South Wales 2000, Australia.★ WTD.

Licensing service offered U.S. firms

U.S. companies interested in licensing their products and technical know-how in France may wish to contact Seri, an engineering subsidiary of the Renault group, for assistance.

Seri will analyze licensing proposals received from U.S. firms and bring selected proposals to the attention of qualified French concerns. The French organization is interested in handling proposals from U.S. manufacturers of farm equipment, motors and generators, industrial trucks, fabricated structural metal products and firms specializing in general construction.

Seri is experienced in handling design, sales and administrative functions for the Renault group. It also acts as an investment counselor.

For further information write: Seri—Renault Engineering, Economic Division, 17 Quai de Stalingrad, 92-Boulogne, France.★ WTD.

French appliance producer wants to broaden its line

Licensing rights for milk-bar and other commercial refrigeration equipment, and beverage dispensers are sought by French manufacturer already active in this field.

Established in 1948, the French company employs 100 persons and reports annual sales of approximately $1.6 million.

Write: Coval, 77 Ave. de Coeuilly, 94-Champigny sur Marne, France. WTD.

Scottish metal manufacturer seeks licensing arrangement

A large Scottish metal manufacturing firm currently making office partitions, suspended ceilings and power transmission towers is seeking licensing arrangements for the manufacture of products using cold rolled metal sections, preferably in the building industry.

The company, established in 1907, has 1,000 employees and three branch offices in England and Scotland.

Write: Ayrshire Metal Products Ltd., 17 Church St., Irvine, Ayrshire, Scotland. WTD.

Eximbank to finance exports of equipment and services to Chile

The Export-Import Bank of the United States has authorized two Alliance for Progress credits totaling more than $5.4 million in favor of Chilean borrowers to buy U.S. goods.

One credit, for $4.7 million, is in favor of Empresa Nacional del Petroleo (ENAP), Chile's governmental agency for petroleum. The proceeds of this credit will be used to finance the purchase of U.S. equipment and services needed to construct a liquefied petroleum gas recovery plant and related facilities for the production of propane and butane gas. The total cost of this project will be some $15 million, including local currency costs and costs of related imports from European and Far Eastern suppliers.

The major U.S. share of the undertaking will be for design and engineering services, as well as machinery, for a gas extraction plant at Posesion and a fractionation plant at Cabo Negro, both on the Straits of Magellan in southern Chile. The prime U.S. contractor for this work will be Fluor Corp. of Los Angeles. The plant, which will have an annual productive capacity of 400,000 metric tons of liquefied petroleum gas, is scheduled for completion in 1970.

A second credit, for $685,000, is in favor of Refractarios Chilenos, S.A. (Recsa), a privately-owned manufacturer of basic refractories. The proceeds will be used to help finance the purchase in the United States of a variety of equipment from numerous suppliers. Procurement will be made by Harbison-Walker Refractories Co., of Pittsburgh, a division of Dresses Industries, of Dallas.

In addition to the Eximbank credit, a credit of like amount is to be advanced by First National City Bank of New York, with repayment guaranteed by Eximbank.

German concern seeks to expand product line

A German manufacturer of maintenance and cleansing agents for all types of floors; adhesives for floor and wall coverings; subfloor fillers; cleansing agents and disinfectants for sanitary installations; deodorizers, and rinsing agents seeks to license complementary U.S. products.

The German firm has a well equipped factory which can be expanded and a trained labor force of 100 employees.

Write: P-69476, Mr. Rudolf Klotzbucher, Assistant Manager, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

Producer of speed controls seeks license agreements

Licenses to manufacture electric and electronic controls for machine tools and other industrial processes are sought by a Swiss firm.

The company has modern manufacturing facilities and a trained staff. It is currently producing speed controls for DC electric motors and illumination controls. Established in 1961 the company employs 40 and reports annual sales of $360,000.

Write: Keltron AG, 8153 Ruemlang. Switzerland. WTD.

Argentine-American Chamber celebrates 50th anniversary of mutual trade promotion

The Argentine-American Chamber of Commerce, composed of Argentine and U.S. firms interested in promoting trade and other relations between the two countries, recently celebrated its 50th anniversary.

The inter-American organization named Nicholas A. Liberatore, senior vice president of the Lone Star Cement Corp., as its new president. Liberatore has served as a director of the Chamber and succeeds John M. Porges, vice president of Morgan Guaranty Trust Company of New York.

Re-elected as vice presidents were Alphonse De Rosso, deputy Latin American area advisor of Standard Oil Co. (N.J.), and John J. Clark, vice president of Boyd, Weir & Sewell, Inc. Charles K. Campbell, vice president and director of IBM World Trade Corp., was elected vice president. James R. Miller, vice president, Bank of America and P. E. Sibilia were re-elected treasurer and secretary, respectively.

The Argentine-American Chamber is located at 11 Broadway, New York, N.Y. 10004 (212-WH3-8753).

Eximbank extends $10 million credit for Argentine roads

The Export-Import Bank has authorized a $10 million Alliance for Progress relending credit in favor of Banco Industrial de la Republica Argentina, an agency of the Argentine Government, to finance purchases of U.S. equipment and related services by private enterprises in Argentina.

The main use of the credit will be to finance purchases of U.S. highway construction and maintenance equipment, principally by contractors working on the Argentine highway program.

To a limited extent the funds may be used to finance imports of U.S. equipment and services by enterprises engaged in manufacturing, processing, and mining activities. In this way the credit will provide a local source of financing for the U.S. component of small projects.

Banco Industrial is the guarantor of numerous Eximbank credits and in the early 1960's administered effectively a $20 million relending credit which in many respects was similar to the financing now being provided.

Additions to list of investment offices

Several foreign countries have requested that additions and corrections be made to the list of foreign investment offices in the U.S. which appeared in the February 24 issue of *International Commerce*.

Offices added to the list are: Minister (Commercial), Australian Embassy, 1735 Eye St., NW., Washington, D.C. 20006, (202) 659-2600, and the Economic Section, Embassy of Tunisia, 2408 Mass. Ave., NW., Washington, D.C. 20008, (202) AD 4-6644.

The Netherlands Antilles Economic Mission has indicated that the correct telephone number for its New York Office is (212) 421-3360.

U.S. firms with specific questions pertaining to licensing the manufacture of their products in the U.K. are requested to direct inquiries to the Commercial Department, British Consulate General, 845 Third Ave., New York, N.Y. 10017.

Malaysia invites firms to prequalify for civil engineering works

Government needs contractors to send qualifying documents

The Public Works Department, Penang, West Malaysia, invites contractors to present their prequalification documents for participation in the construction of the civil engineering works of the River Muda water scheme in Province Wellesley, Penang.

Separate tenders will be invited after April 1 for the following contracts: laying approx., 100,000 ft. of steel welded pipelines with diameters ranging from 27 in. to 54 in.; construction of a 300-ft. wide reinforced concrete barrage, pumping stations, and a 7-mile long unlined canal together with ancillary works; construction of a 30 million gallons per day water treatment works and pumping station on piled foundations and a five million gallon reinforced concrete service reservoir; supply, lay and bury below the seabed of Penang Harbor a twin 36-in. diameter steel pipeline 12,000 ft. long.

Prequalification deadline is May 8.

Only those contractors with home offices in countries which are members of the Asian Development Bank and only those with the financial capacity and technical experience consistent with the work to be executed may participate in this project. A record of similar successfully completed work is required.

Further information may be obtained from Binnie & Partners (Malaysia), Mercantile Bank Building, Kuala Lumpur, Malaysia.

Argentina issues notice to construction bidders

Inter-American Development Bank to aid Bernal water treating plant

The National Waterworks Department is inviting bids for the construction of the water elevating station, water filters and transformer station pertaining to the Bernal water treating plant, in the Province of Buenos Aires, Argentina.

The budget for this project, which is to be financed by the Inter-American Development Bank, is 1,012,722,630 Argentine pesos ($2,893,493).

Deadline for submittal of bids is May 7.

Copies of conditions and technical specifications may be obtained for 26,700 Argentine pesos (about $76) from Obras Sanitarias de la Nacion, Marcelo T. de Alvear 1840, Buenos Aires by asking for Expediente 18.837-LP-1968.

One set of conditions and technical specifications for this bid is available for review in Room 4813, U.S. Department of Commerce, Washington, D.C.★ (Telephone: 202-967-3602).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

GERMANY—Raw peanuts, first quality. Kuhlmann, Luckau, Merten GmbH & Co. KG (importer), 8 Muenchen 8, Wagenbauerstrasse 6. WTD 9/68.

201 Meat products

FRANCE—Sausage casings (beef, hog, other categories), all sizes, in natural condition, packed in small- or large-size casks. Direct purchase. Boyauderie du Poitou (Ets. Victor Bonneau) (processor, wholesaler, exporter), Route de Paris; 86-Poitiers, Vienne. WTD 2/69.

GERMANY—Edible tallow. M. Kappus, Feinseifen- u. Parfuemeriefabrik (manufacturer), 6050 Offenbach am Main, Postfach 159. WTD 2/69.

Cured hides, skins; unfinished leather. Direct purchase and agency. Lederring GmbH (manufacturer, importer, exporter), 6503 Mainz-Kastel, Wiesbadener Str. 59-67. WTD 2/69.

224 Narrow fabrics, other smallwares mills

GERMANY—Braided goods, laces, other narrow fabrics for manufacture of ladies' underwear, corsets, etc. Direct purchase and agency. Karry KG (wholesaler, importer, exporter), 6000 Frankfurt am Main, Rheinstrasse 23-25. WTD 2/69.

227 Floor covering mills, products

AFGHANISTAN—Afghan carpets of varying design, color, size. Cina Ltd. Co. (importer, exporter, wholesaler, agent), Jade Mohammed Jan Khan, Kabul. WTD 5/68.

229 Textile goods

GERMANY—Lace piece goods for ladies underwear, dresses. Direct purchase and agency. Karry KG (wholesaler, importer, exporter), 6000 Frankfurt am Main, Rheinstrasse 23-25. WTD 2/69.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Army surpluses, new, second-hand, clothes and uniforms of all categories (from infantry, aviation, navy, etc.) for men, youths. Requests replies in French. Dray (Ets.) ("Stocks de la Grave") (dealer), 1 Quai de la Grave; 33- Bordeaux, Gironde. WTD 5/68.

232 Men's, youths', boys' furnishings, work clothing

BAHRAIN—Uniforms, work shirts, half and full sleeve shirts, white. F.o.b. U.S. port or C.&F. Bahrain. Jashanmal & Sons (importer, wholesaler, retailer), P.O. Box 16, Manama. WTD in preparation.

● **CEYLON**—Five hundred overcoats, blue serge. QD 115/67/68. Bids to be mailed to Inspector General of Police, Police Headquarters, Colombo 1, Ceylon. Tender documents are available from the Office of Textiles, U.S. Department of Commerce, Room 5026, Washington, D.C.★ (Telephone: 202-967-5238).

238 Apparel, accessories

GERMANY—All kinds of leather clothing. Direct purchase and agency. Lederring GmbH (manufacturer, importer, exporter), 6503 Mainz-Kastel, Wiesbadener Str. 59-67. WTD 2/69.

242 Sawmills, planing mills

NETHERLANDS—All kinds of wood for woodworking, related industries, such as flooring. Direct purchase and/or exclusive distributorship for Benelux area. N.V. v/h Jac. P. van den Berg's Houthandel (importer, distributor, exporter), 1 Zuidelijke Dwarsweg, or P.O. Box 13, Waddinxveen. Attn. Mr. J. L. van den Berg. WTD 2/69.

SWEDEN—Planed walnut board; furniture walnut squares. Agency and direct purchase. Suecia-Wood, Handelsfirma (agent, wholesaler, importer), Arkaden 2, S-411 07 Goteborg C. WTD 8/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

NETHERLANDS—All kinds of wood materials for woodworking, related industries. Direct purchase and/or exclusive distributorship for Benelux area. N.V. v/h Jac. P. van den Berg's Houthandel (importer, distributor, exporter), 1 Zuidelijke Dwarsweg, P.O. Box 13, Waddinxveen. Attn. Mr. J. L. van den Berg. WTD 2/69.

SWEDEN—Walnut face veneer, 0.65, 0.7 millimeter. Agency and direct purchase. Suecia-Wood, Handelsfirma (agent, wholesaler, importer), Arkaden 2, S-411 07 Goteborg C. WTD 8/68.

249 Wood products

FRANCE—Photograph frames, in $3 to $10 price range. Tricots Lyonnais (importer, wholesaler), 80, rue d'Aboukir, Paris, 2e. WTD 2/69.

NETHERLANDS—All kinds of wood, related products such as wooden household articles, furnishings, imitation wood. Direct purchase and/or exclusive distributorship for Benelux area. N.V. v/h Jac. P. van den Berg's Houthandel (importer, distributor, exporter), 1 Zuidelijke Dwarsweg, or P.O. Box 13, Waddinxveen. Attn. Mr. J. L. van den Berg. WTD 2/69.

264 Converted paper, paperboard products

IRAN—All kinds of decorative wallpapers. Direct purchase and agency. Persiana Trading Co. Ltd. (importer), No. 19 Goudarzi St., Serah Shah, Pahlavi Ave., Tehran. WTD 2/69.

LEBANON—Regular supply of odd lots of waxed paper, in small reels packed in cartons for household use, and as a wrapping for food products by small shops. Tezkergi Paper Co. (importer), Maarad St., Beirut. WTD 2/69.

281 Industrial chemicals

NETHERLANDS—Organic, inorganic chemical reagents. Exclusive distributorship. Salm & P. J. Kipp & Zonen N.V. Verenigde Instrumentenhandel v/h G.B. (importing distributor), Attn: Mr. Th. Roefs, 642-644 Keizersgracht, Amsterdam. WTD 2/69.

Chemicals, industrial raw and finished materials. Direct purchase and/or exclusive agency for Benelux area. N.V. Mosam (processor, importer, exporter, distributor), 79 Alex Battalaan, or P.O. Box 184, Maastricht. Attn: Mr. Lejeune. WTD 2/69.

Grinding, processing, of chemical raw, auxiliary materials, especially lubricants, stabilizers, secondary plasticizers for pvc; aluminum oxide. Direct purchase and agency. N.V. Associatie voor Chemische Producten "LITHOS" (importer, exporter, agent), 21 Koningin Wilhelminahaven NZ, or P.O. Box 234, Vlaardingen. Attn. Mr. E. A. W. M. van der Ven, Gen. Mgr. WTD 2/69.

PAKISTAN—Acetate dyes for dying acetate rayon. Kohinoor Rayon Ltd. (manufacturer, importer), P.O. Box 830, Lahore. WTD 2/69.

282 Synthetic materials

NETHERLANDS—Grinding, processing, of chemical raw, auxiliary materials, especially toluene diisocyanate; pvc; polystyrene; polyethylene; chloroprene; polyvinyl alcohol; polyvinyl acetate. Direct purchase and agency. N.V. Associatie voor Chemische Producten "LITHOS" (importer, exporter, agent), 21 Koningen Wilhelminahaven NZ, or P.O. Box 234, Vlaardingen. Attn: Mr. E. A. W. M. van der Ven, Gen. Mgr. WTD 2/69.

PORTUGAL—Rigid PVC for playing cards. Direct purchase and agency. Fernando Begonha-Importacao e Exportacao, S.A.R.L. (importer, wholesaler, agent), 400-1° Rua Formosa, Oporto. WTD in preparation.

283 Drugs

AFGHANISTAN—Pharmaceutical preparations affecting parasitic, infective diseases for human use; pharmaceutical preparations for veterinary use. Requests price quotations c.i.f. Karachi, insurance up to Kabul. Cina Ltd. Co. (importer, exporter, wholesaler, agent), Jade Mohammed Jan Khan, Kabul. WTD 5/68.

● **CONGO** (Kinshasa)—The Ministry of Health of the Democratic Republic of the Congo, Kinshasa, has issued an invitation (in French) for bids for the supply of drugs and pharmaceuticals.

Invitation number 71/69, with a bid deadline of Apr. 14, calls for bids on six items, including 10,000 bottles/100 caps. 250 mg. tetracycline; 1.5 million tubes 1 million I.U. penicillin G potassium or sodium; and 3 million procaine penicillin G in powder; 600,000 tubes 5 gm. streptomycin sulfate; 75,000 vials tetracycline, 1.M./250 mg.; and 50,000 ampoules chloramphenicol suspension 60 ml. Correspondence is preferred in French.

Copies of this tender are available on a limited time loan basis from the Chemicals Division, BDSA 665, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3394).

JAPAN—Pyrithioxin (dipyridoxolyl disulfide)—neurotropic agent. Mita Pharmaceutical Co., Ltd. (manufacturer), 885 Inami, Inami-cho, Higashi-Tonami-gun Toyama Prefecture. WTD 7/68.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

SOUTH AFRICA—Toiletries, cosmetics, preferably with established name. Direct purchase and agent. Coynes Pharmacy (Pty.) Ltd. (retailer, wholesaler, importer), 496 Point Rd., Durban, Natal. WTD 2/69.

287 Agricultural chemicals

AFGHANISTAN—Agricultural pesticides. Cina Ltd. Co. (importer, exporter, wholesaler, agent), Jade Mohammed Jan Khan, Kabul. WTD 5/68.

● **IRAN**—Phosphate fertilizers, approximately 70,000 tons. The Chemical Institute of the Ministry of Agriculture has confirmed that the Government of Iran will permit importation. The period of time covered by the permit is the Iranian year 1348 from 21 March 1969 to 20 March 1970. The imports are being authorized to overcome an expected decline in local production caused by flood damage to the Shiraz fertilizer plant.

TURKEY—Preliminary information on Turkish fertilizer procurement situation for 1969: The *State Production Farms* (Devlet Uretme Giftlikleri Genel Mudurlugu, Ekonomi Isleri Mudurlugu), Ankara, requests bids by Mar. 18, on 11,626 tons diammonium phosphate fertilizer—minimum 18% ammonium (N) in the form of ammonia with 46% phosphate (P_2O_5). Phosphate content minimum 90% water soluble, 1-5 mm size, light grey granules. Bid bonds 7.5%. Performance bonds 15%. Delivery within 90 days from letter of credit. Tender documents from Modern Translation Co., Karanfil Sokak 49/2, Ankara, $5 including airmail.

The *Union of Agricultural Credit Cooperatives* intends to issue tender in March or April for 60,000 tons simple superphosphate (or 22,500 tons triple superphosphate), 20,000 tons diammonium phosphate and 5,000 tons urea. Will also procure 5,000 tons potassium chloride later in 1969.

Turkish Sugar Corp. will request bids in

March on 24,000 tons of triple superphosphate.

Donatim Trade Director indicates nitrogenous fertilizer tenders are expected to be issued in July or August for delivery late 1969 or early 1970.

Further details on tenders for Union of Credit Cooperatives and Sugar Corporation are expected at a later date. Chemicals Division, BDSA-665; U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3465).

289 Chemical products

NETHERLANDS—Grinding, processing, of chemical raw, auxiliary materials, especially adipic acid. Direct purchase and agency. N.V. Associatie voor Chemische Producten "LITHOS" (importer, exporter, agent), 21 Koningin Wilhelminahaven NZ, or P.O. Box 234, Vlaardingen. Attn: Mr. E. A. W. M. van der Ven, Gen. Mgr. WTD 2/69.

TAIWAN—Carbon black for making printing ink. Requests descriptive literature, price information. List of specifications available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. Taiwan Supply Bureau (government purchasing agency), Trading Department, 6th Floor, 46 Kuan Chien Road, Taipei.

291 Petroleum refining

JAMAICA—Fully refined white paraffin (hard) 57°-60° Centigrade melting point with 1% or less oil content for making candles of 100% paraffin. Requests c.i.f. quotes for 20 ton lots (120 tons annually); fully refined paraffin 135°-140° Fahrenheit melting point with .03 oil content for making floor polish. Requests c.i.f. quotes for five ton quantities (20 tons annually); requests quotes on microcrystalline wax for making floor polish. General Wax Products Ltd. (manufacturer), 43 Hanover St., Kingston. WTD 2/69.

302 Rubber footwear

AFGHANISTAN—Rubber overshoes, boots, galoshes. Requests prices c.i.f. Karachi, insurance up to Kabul. Da Balkh Etehadia Sahami Shirkat (importer, wholesaler), Mazar City, Mazar-i-Sharif. WTD 2/69.

306 Fabricated rubber products

SWEDEN—Life rafts, boats, pontoons of rubber. Direct purchase and agency. Ekman & Brundin AB (manufacturer, exporter, importer), 5 Floragatan, S-114 31 Stockholm. WTD 2/69.

307 Plastic products

AFGHANISTAN—Plastic sheets with different colors, designs. Da Balkh Etehadia Sahami Shirkat (importer, wholesaler), Mazar City, Mazar-i-Sharif. WTD 2/69.

SPAIN—Large plastic non-rigid containers, to transport liquids, cement in bulk quantities. Representaciones para la Industria, S.A. (REPRENSA) (importer, exporter), Carrera de San Jeronimo 35, Madrid 14. WTD 1/69.

311 Leather tanning, finishing

GERMANY—Finished leather for shoe, leather clothing, upholstery industries. Direct purchase and agency. Lederring GmbH (manufacturer, importer, exporter), 6503 Mainz/Kastel, Wiesbadener Str. 59-67. WTD 2/69.

317 Handbags, personal leather goods

FRANCE—Personal leather goods, in $3 to $10 price range. Tricots Lyonnais (importer, wholesaler), 80, rue d'Aboukir, Paris, 2e. WTD 2/69.

319 Leather goods

NETHERLANDS—All kinds of leather gift, novelty products. Direct purchase and/or agency. Handelsonderneming C.A. Martens (agent, importer, distributor), 6 Vlassersingel or P.O. Box 5, H.I. Ambacht. WTD 2/69.

325 Structural clay products

KOREA—Fire clay bricks, refractories. Direct purchase and agency. Sama Trading Corp. (sales agent), I.P.O. Box 2447, Seoul. WTD 1/69.

329 Abrasive, asbestos, nonmetallic mineral products

GERMANY—Acoustical boards and tiles, of mineral wool or other mineral material. Direct purchase and agency; preferably from supplier willing to place consignment stock in Germany for which financial guarantees are offered. Quotations c.i.f. German seaport preferred. Neue Baustoffe Hoting & Co.—Neba-Akustik (importer, wholesaler), POB 6036, 28 Bremen 13. WTD in preparation.

NETHERLANDS—Nonmetallic minerals, earths. Direct purchase and/or exclusive agency for Benelux area. N.V. Mosam (processor, importer, exporter, distributor), 79 Alex Battalaan, or P.O. Box 184, Maastricht. Attn. Mr. Lejeune. WTD 2/69.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—Supply of various quantities of seamless copper pipe. Bid deadline Mar. 24. Contact Embassy of the Union of Burma, 2300 S St., NW., Washington, D.C. 20008.

● **THAILAND**—All aluminum conductor, weatherproof, polyethylene covered, 250,000 meters, three sizes. Tender No. MEA-PSD-148 deadline Apr. 17. Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.★ (Telephone: 202-967-4579).

342 Cutlery, hand tools, general hardware

AFGHANISTAN—Lock & lock sets; kitchen, table cutlery. Da Balkh Etehadia Sahami Shirkat (importer, wholesaler), Mazar City, Mazar-i-Sharif. WTD 2/69.

NETHERLANDS—Special handtools for agricultural, horticultural use. Exclusive representation for Benelux countries. Inquiries to be addressed to: Mr. Frank Bouman, Koopman & Co. Technische Handel Maatschappij N.V., 6 Stadhouderskade, Amsterdam (parent company). S. Joosten N.V. (importer), 14 Joan Muyskenweg. (or P.O. Box 829), Amsterdam. WTD 2/69.

Universal clamps for insulated electric wire, cable. Direct purchase and exclusive representation. C. F. Visser (sales agent, importer), 170 Driehuizerkerkweg (or: P.O. Box 4), Driehuis (IJmuiden). WTD 2/69.

344 Fabricated structural metal products

GERMANY—Acoustical suspension plates, boards, or tiles, of aluminum or other lightweight metal. Direct purchase and agency. Quotations c.i.f. German seaport preferred. Neue Baustoffe Hoting & Co.—Neba-Akustik (importer, wholesaler), POB 6036, 28 Bremen 13. WTD in preparation.

346 Metal stampings

GERMANY—Crown cork bottle openers which can re-cap or re-seal bottle opening when contents have not been fully used. Aquella, Heimdienst Getraenke GmbH & Co. KG (manufacturer, distributor), 154-170 Kraystr., 13 Essen-Kray. WTD. 1/69.

349 Fabricated metal products

NETHERLANDS—All types of small precision valves for instrumentation such as high pressure, high temperature, vacuum, corrosive service, metering and leakproof shut-off valves; gas pressure regulators and precision pipe fittings. N.V. Industrieele Maatschappij Zutphen (maufacturer, importer), Attn: Mr. J. van Essen, 5 Dreef, Zutphen. WTD 2/69.

351 Engines, turbines

NETHERLANDS—Marine engines for pleasure, light commercial craft. Exclusive representation for Benelux countries. All inquiries to be addressed to: Mr. Frank Bouman, Koopman & Co. Technische Handel Maatschappij N.V.,

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jeffersen Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

6 Stadhouderskade, Amsterdam. (parent company). S. Joosten N.V. (importer), 14 Joan Muyskenweg, (or: P.O. Box 829), Amsterdam. WTD 2/69.

352 Farm machinery

AFGHANISTAN—Agricultural sprayers hand operated. Cina Ltd. Co. (importer, exporter, wholesaler, agent), Jade Mohammed Jan Khan, Kabul. WTD 5/68.

NETHERLANDS—Light agricultural, horticultural machinery, equipment. Exclusive representation for Benelux. All inquiries to be addressed to: Mr. Frank Bouman, Koopman & Co. Technische Handel Maatschappij N.V., 6 Stadhouderskade, Amsterdam (parent company). S. Joosten N.V. (importer), 14 Joan Muyskenweg, (or: P.O. Box 829), Amsterdam. WTD 2/69.

PORTUGAL—Conveyors, other machinery for handling, conditioning, preparing grain, fruit, vegetables; including grading, cleaning, sorting machines; tomato and potato waxers, baggers. Empresa de Construcoes Electricas, Lda. (manufacturer, importer), Avenida Alvares Cabral 43 r/c, Lisbon. WTD 4/68.

353 Construction, mining, materials handling machinery, equipment

KOREA—Construction machinery, equipment, including tractors, bulldozers, cranes, etc., for importation on CKD and/or SKD form. Korea Heavy Machinery Ind. Co., Ltd. (manufacturer, importer), 111 Sokong-dong, Chung-ku, Seoul. WTD in preparation.

354 Metalworking machinery

KOREA—Machine tools, both metal cutting, metal forming types. Direct purchase and agency. Hansa Corp. (sales agent), C.P.O. Box 297, Seoul (Cable: HANSACORP, Seoul), Attn: Mr. M. K. Park, Dir. WTD in preparation.

NETHERLANDS—Pneumatic jigsaws to complete line of other pneumatic hand tools. Direct purchase and exclusive representation. Technische Handelmaatschappij Van Rooy Dorsman N.V. (importer, wholesaler, exporter), P.O. Box 4041, Amsterdam. Attn: Mr. P. F. Verheyden. WTD 1/69.

Hand and small power tools, saleable in hardware stores for do-it-yourself, handymen sectors, including small drills, sanders, grinders, polishers, sabre saws. All inquiries to be addressed to: Mr. Frank Bouman, Koopman & Co. Technische Handel Maatschappij N.V., 6 Stadhouderskade, Amsterdam, The Netherlands (parent company). S. Joosten N.V. (importer), 14 Joan Muyskenweg (or: P.O. Box 829), Amsterdam. WTD 2/69.

NEW ZEALAND—One machine capable of forming circular tubing by spiral winding or seaming process; machine should be able to produce tubing of from 2" to 48" I.D., utilizing 18 to 20-gage strip metal. Descriptive literature price information requested. Owen Marshall Ltd. (manufacturer), P.O. Box 848, Invercargill. WTD in preparation.

● **SOUTH AFRICA**—Design and erection of: treating plant for spent hydrochloric acid pickle liquor, and regeneration plant for hydrochloric acid pickle liquor. Inquiry P877, bid deadline Apr. 15. Head, Capital Buying, South African Iron and Steel Industries Corp. Ltd., P.O. Box 450, Pretoria, Transvaal.

Complete inquiry document with drawings are available from the above address, on deposit of R50.00 ($70) which will be refunded on receipt of a bona fide bid offering.

● Design and erection of: continuous strip pickling line, and hydrochloric acid regeneration plant. Inquiry V154, bid deadline May 20. Head, Capital Buying, South African Iron and Steel Industries Corp., Ltd., P.O. Box 450, Pretoria, Transvaal.

Inquiry documents are available from the above address, on payment of R150.00 ($220) which will be refunded on receipt of a bona fide bid offering.

● **VIETNAM**—Design and installation of machinery and equipment for an aluminum rolling plant. Bid deadline Apr. 30. Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon.

355 Special industry machinery

● **CEYLON**—Kneading-striking machine for emulsions, colognes, 100 litre capacity; pressure filter for colognes; cream, liquid filling machine (expected use 500 lbs. per day); spice-essence extracting, distilling machine. Requires quotations before April 7 by proforma in six copies. Elvins Perfumery, 557-7 Havelock Road, Colombo 6. WTD in preparation.

COLOMBIA—Offset lithographic machines; newspaper high-speed rotary machines; high speed cylinder machines, typographical. Direct purchase and agency. Grafex Colombiana S.A. (importers, agents), Calle 16 No. 8-23—Apartado Aereo No. 7195, Bogota. WTD 1/69.

KOREA—Glass bottle forming machinery. Direct purchase and agency. Sama Trading Corp. (sales agent), I.P.O. Box 2447, Seoul. WTD 1/69.

High speed newspaper rotary printing machine, web offset printing machines. Samsung Moolsan Co., Ltd. (importer, exporter), I.P.O. Box 1144, Seoul. Attn: Mr. Yu Jin Kim, Import Department. WTD 6/68.

PORTUGAL—Food processing machinery including bean slicing, washing, vegetable canning; evaporators, drying systems for dairy, food processing industry; magnetic elevators, conveying systems for use in food canneries. Empresa de Construcoes Electricas, Lda. (importer, manufacturer), Avenida Alvares Cabral 43 r/c, Lisbon. WTD 4/68.

SWEDEN—Woodworking machinery, preferably equipment new to the market. Agency and direct purchase. AB Sigfrid Stenberg (agent, wholesaler, importer, exporter), S-571 00 Nassjo. WTD 8/67.

TANZANIA—Second-hand reconditioned plant in excellent condition to manufacture synthetic detergent powder; capacity 1,000 tons per annum. Requests complete details. K. J. Motors Ltd. (manufacturer, importer), P.O. Box 20304, Dar es Salaam. WTD 12/68.

356 General industrial machinery

GERMANY—Auxiliary equipment, special components for installations on and below deck of sea-going merchant vessels. Direct purchase and agency. C. Haacke & Soehne (importer, sales agent), 27 Grosse Reichenstrasse, 2 Hamburg 11. WTD 2/69.

KOREA—Pumps and compressors, including slush pumps. Direct purchase and agency. Hansa Corp. (sales agent), C.P.O. Box 297, Seoul. (Cable: HANSACORP, Seoul), Attn: Mr. M. K. Park, Dir. WTD in preparation.

Air compressor, stationary type, water cooled, single state. Direct purchase and agency. Sama Trading Corp. (sales agent), I.P.O. Box 2447, Seoul. WTD 1/69.

358 Service industry machines

● **BOLIVIA**—Supply of 100 electric single product gasoline dispensing pumps for Government-owned petroleum company; 3/4 hp, 115/230 v., 50/60 cy. single phase motor, tropical winding, auxiliary hand drive, liter measure, 4-wheel computer, double poppet foot valve.

Tender No. 5/69, bid deadline Mar. 21.

Specifications in English, terms in Spanish, correspondence preferred in Spanish. Requested by Y.P.F.B. (Yacimientos Petroliferos Fiscales Bolivianos), Division de Adquisiciones, 4 to. Piso, Oficina 401 Calle Bueno-Casilla (P.O. Box) 401, La Paz, Bolivia. Cable: YACIBOL, La Paz.

Terms and specifications available on a loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● **GREECE**—Supply two plants for the production of distilled water, each one producing 3,000 gal. per 24 hrs. Tender No. 52017/69, bid deadline Mar. 29. The Command Hellenic Navy, (DKD/DI-I) 2, Paparigopoulou St., Athens, Greece. One copy of specifications available for review only, not for loan, from the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, 14th & Constitution Avenue, NW., Washington, D.C. 20230.★ (Telephone: 202-967-4241).

359 Machinery

GERMANY—Hoses, other special articles for use by hydraulic industries. Direct purchase and agency. C. Haacke & Soehne (importer, sales agent), 27 Grosse Reichenstrasse, 2 Hamburg 11. WTD 2/69.

361 Electric transmission, distribution equipment

● **ETHIOPIA**—Supply 10 each 5 KVA; 10 each 10 KVA; 20 each 25 KVA; 30 each 50 KVA; 30 each 100 KVA; 10 each 200 KVA; 30 each 315 KVA; 2 each 630 KVA; 2 each 800 KVA transformers. Tender No. 33.6/45, bid deadline Apr. 4. Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa, Ethiopia. One copy of Specifications available for review only, not for loan, from Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, 14th &

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● **HONDURAS**—Supply equipment for substations, busbar, disconnect switches, circuit breakers and auxiliary equipment. Tender No. 406-9, bid deadline Apr. 15. Specifications available (at no cost) from Harza Engineering Co., 400 W. Madison St., Chicago, Illinois 60606.

361 Electric transmission, distribution equipment

● **INDIA**—Supply of three standard signal generators with frequency range of 50 Kc/s to 65 Mc/s in at least six bands, very high quality suitable for calibration work; one V.H.F. services signal generator with frequency range of 10 to 500 Mc/s in at least 6 bands; power supply for all generaters 230 volts + 10% 50 c/s A.C. single phase. Tender No. ES-5/220/35/497/MAIN/Cell-76, bid deadline Apr. 3.

Requested by the Dir. Gen. of Supply and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available, $1 each, from the India Supply Mission, 2536 Mass. Ave. NW., Washington, D.C. 20008. Ref. No. D/ENQ/2632.

ISRAEL—All types of electric measuring instruments, test equipment. Israel Aircraft Industries (importer, exporter, manufacturer, distributor), Lod Airport, Tel Aviv. Attn: Mr. B. Ginsburg, Chief Instrumentation Test Division, Dept. 43. WTD 11/67.

NETHERLANDS—Fuses for electrical installations on ships. Direct purchase and exclusive representation. C. F. Visser (sales agent, importer), 170 Driehuizerkerkweg (or: P.O. Box 4), Driehuis (IJmuiden). WTD 2/69.

● **PAKISTAN**—Supply seven each motor generator sets, AC/DC mounted on self-supporting base, two DC. manual starters, 16 each revolution counters. Tender No. S-10/182/50 (65/66) bid deadline Apr. 3. IDA Credit No. 49-PAK. Directorate of Supply, Government of E. Pakistan, 48 Motijheel Commercial Area, DACCA-2, E. Pakistan. One set of specifications available for review only, not for loan, from the Power & Electrical Equipment Division, BDSA, Room 4124, 15th & Constitution Avenue, NW., Washington, D.C.★ (Telephone: 202-967-4241).

362 Electrical industrial apparatus

KOREA—Generator sets, 300 kw; diesel engine generator. Direct purchase and agency. Sama Trading Corp. (sales agent), I.P.O. Box 2447, Seoul. WTD 1/69.

363 Household appliances

NETHERLANDS—Electric household appliances. Oosterbaan, Firma N.G. (commission agent), 28 Kamperfoeliestraat, Bussum. WTD 2/69.

364 Electric lighting, wiring equipment

● **CHILE**—Supply bushing type insulators for transformers and 200 tons of siliceous iron, in rolls, for transformer nucleus. Tender No. N/N, bid deadline Apr. 8. Specifications available for approx. $5 from Empresa Nacional de Electricidad S.A., "ENDESA", Equipo Electrico, calle Santa Rosa #76, piso 14, Santiago de Chile.

NETHERLANDS—Residential, commercial, institutional, industrial, outdoor, marine lighting fixtures, equipment. Oosterbaan, Firma N.G. (commission agent), 28 Kamperfoeliestraat, Bussum. WTD 2/69.

● **NEW ZEALAND**—Supply of pantographs with carbon current collecting strips, for multiple unit coaches. Tender No. S. 69/1871, bid deadline Apr. 30. Requested by Comptroller of Stores, New Zealand Railways, Private Bag, Wellington, New Zealand. Tender documents may be obtained from the New Zealand Government Trade Commissioner, New Zealand Embassy, 19 Observatory Circle, NW., Washington, D.C. 20008.

366 Communications equipment

● **AUSTRALIA**—Supply of insets and parts for telephone instruments ranging in quantities from 500 to 80,000. Schedule C. 5659, bid deadline is Apr. 22. The Deputy Assistant Director, 199 William St., Melbourne 3000, Victoria.★ (Telephone: 202-967-4823).

● **IRAN**—Supply of 50 magnetic field telephone sets. Tender No. 1139/47, bid deadline is May 5. Supply of various accessories for telephone sets. Tender No. 1137/47, bid deadline is May 5. Specifications are available in German. Iranian State Railways, Tehran, Iran.★ (Telephone: 202-967-4823).

367 Electronic components, accessories

NETHERLANDS—Miniature switches for electronic industry. Direct purchase and exclusive representation. C. F. Visser (sales agent, importer), 170 Driehuiserkerkweg (or P.O. Box 4), Driehuis (IJmuiden). WTD 2/69.

371 Motor vehicles, motor vehicle equipment

SWEDEN—Speed equipment for automobiles; motors, racing cars. Direct purchase and agency. Leufvens Racing Service AB (retailer, agent, importer), 79 Kungsgatan, S-112 27 Stockholm. WTD 2/69.

URUGUAY—Seventeen passenger buses, 37-43 seats, air conditioned, new or used, interstate type, to service route of about 106 miles in combination with ferryboat service Colonia-Buenos Aires. Navegacion Atlantida S.A. (transport company), c/o Jaime Bardecio, Calle Yi 1500, Ap.403, Montevideo. WTD in preparation.

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372 Aircraft, parts

GERMANY—Aircraft equipment, components, replacement and spare parts, accessories of all types, mainly for utilization in aircraft used by German Air Force. Internationale Fluggeraete und Motoren GmbH (importer), 694 Weinheim/Bergstrasse, Postfach 68. WTD 9/68.

373 Ship, building, repairing

NETHERLANDS—Pleasure craft, such as motorboats, sailboats. Exclusive representation for Benelux countries. All inquiries to be addressed to: Mr. Frank Bouman, Koopman & Co. Technische Handel Maatschappij N.V., 6 Stadhouderskade, Amsterdam (parent company). S. Joosten N.V. (importer), 14 Joan Muyskenweg, (or: P.O. Box 829), Amsterdam. WTD 2/69.

381 Engineering, laboratory, scientific, research instruments

● **INDIA**—Supply of one 20,000 Kg. self indicating universal testing machine designed for high temperature yield or proof stress tests on high temperature alloys with load scales for various load ranges, suitable for 400/440 V, 3 phase, 50 cycle mains supply and complete with all parts, spares, accessories, and calalogs. Tender No. 3/NML(EQ)/CREEP/68PS (1070), bid deadline Mar. 27.

Requested by Scientist-in-Charge, National Metallurgical Laboratory, Jamshedpur-7, India Tender documents available free from the India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008. Ref No. D/ENQ/2633.

382 Instruments for measuring, controlling, indicating physical characteristics

ISRAEL—All types of mechanical measuring, controlling instruments, including automatic temperature controls (specifically laboratory support equipment). Requests catalogs, quotations. Israel Aircraft Industries (importer, exporter, manufacturer, distributor), Lod Airport, Tel Aviv. Attn: Mr. B. Ginsburg, Chief Instrumentation Test Division, Dept. 43. WTD 11/67.

384 Surgical, medical, dental instruments

TAIWAN—Medical, surgical, dental instruments, supplies, especially disposable ones. Direct purchase and agency. Requests catalogs, price lists. New Mark Enterprise Co., Ltd. (importer), 99 Section 1, Hankow St., Taipei. WTD in preparation.

394 Toys, amusement, sporting goods

SWEDEN—Fishing articles (*not* fishing nets); underwater sports equipment; water skis; other sporting articles. Direct purchase and agency. Ekman & Brundin AB (manufacturer, exporter, importer), 5 Floragatan, S-114 31 Stockholm. WTD 2/69.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Costume novelties, miscellaneous notions. Tricots Lyonnais (importer, wholesaler), 80, rue d'Aboukir, Paris, 2e. WTD 2/69.

NETHERLANDS—Hair slides and pins; novelties and notions; small plastics business gifts. Only interested in articles which can be packed and shipped per cubic meter. Direct purchase

and exclusive representation. Firma Hugo Schloss (importer, sales agent), 1 Richard Wagnerstraat, Amsterdam-Z. WTD 2/69.

399 Manufacturing industries

NETHERLANDS—Empty atomizers for perfumes(also lipstick size), cheap novelties, notions, business gifts, kitchen gadgets; hairbrushes, toothbrushes, brush sets, packed toilet articles for sale in supermarkets. Only interested in small articles which can be packed and shipped per cubic meter. Direct purchase and exclusive representation. Firma Hugo Schloss (importer, sales agent), 1 Richard Wagnerstraat, Amsterdam-Z. WTD 2/69.

All kinds of gift, advertising novelty and similar products, such as ballpoint pens, thermometers, brushes, calendars, sewing kits, ashtrays, lighters, memo pads. Direct purchase and agency. Handelsonderneming C.A. Martens (agent, importer, distributor), 6 Vlassersingel, or P.O. Box 5, H.I. Ambacht. WTD 2/69.

SOUTH AFRICA—Fancy goods suitable as gifts, preferably small. Direct purchase and agency. Coynes Pharmacy (Pty.) Ltd. (retailer, wholesaler, importer), 496 Point Rd., Durban, Natal. WTD 2/69.

THAILAND—Advertising materials; display appliances, signs, show cases, posters. Anglox Co., Ltd. (importer, distributor), 300 Silom Rd., Bangkok Bank Bldg., Bangkok. WTD 11/68.

739 Business services

AUSTRIA—Marketing research, product distribution, other marketing services for firms desiring to enter German speaking markets of Austria, Switzerland, Germany, Eastern European markets. F. D. Bucheit Marketing Services, Mozartstrasse 34, A-2500 Baden b/Wien. WTD 1/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

GERMANY—Fruit and vegetable juices. Request price quotations c.i.f. German ports. Johann Langer (sales agent), Heinrich-Heine-Strasse 116 A, 28 Bremen. WTD 2/69.

204 Grain mill products

FRANCE—Soybean cakes, baked. Ducournau, Georges (sales agent, broker), 16 rue de Bardot; 40-Dax, Landes. WTD 5/68.

221 Broad woven fabric mills, cotton

NETHERLANDS—Loose woven (air filled) cotton blankets. Representation, agency and/or direct purchase for Benelux territory. Van Veen's Textiel Groothandel (importer, distributor, exporter), 25-27 van Tolstraat, Bodegraven. WTD 2/69.

Synthetic fiber fabrics, printed, dyed, bleached. Distributorship for Common Market countries. Nordland Textiel N.V. (importer, exporter), Attn: Mr. A. van Leeuwen, 23 P.C. Hooftstraat, Amsterdam. WTD 2/69.

SWITZERLAND—Poplins and gabardines, plain and fancy; shower proof in polyester mixed with cotton for sports, rainwears. Gebr. Abegg, Gewebe aus Baumwolle und synthetischen Fasern (manufacturer, wholesaler), 8810 Horgen. WTD in preparation.

229 Textile goods

NETHERLANDS—Technical cloth for industrial applications. Distributorship for Common Market countries. Nordland Textiel N.V. (importer, exporter), Attn: Mr. A. van Leeuwen, 23 P.C. Hooftstraat, Amsterdam. WTD 2/69.

Disposable clothing for hospital operating rooms; other disposable clothing. Representation, agency and/or direct purchase for Benelux territory. Van Veen's Textiel Groothandel (importer, distributor, exporter), 25-27 van Tolstraat, Bodegraven. WTD 2/69.

249 Wood products

TANZANIA—Plastic laminated sheets for furniture making; first and second quality. Quote c.i.f. East African ports. Naran Dahya & Sons (manufacturers' representative), P.O. Box 28, Mwanza. WTD 8/68.

254 Partitions, shelving, lockers, office, store fixtures

NETHERLANDS—Partitioning, wood paneling for office walls. Exclusive agency. Arheko (manufacturer, importer, distributor, agent, exporter, retailer), 2-4 Loetestraat, Rotterdam. Attn: Mr. J. van Kranenburg. WTD 2/69.

261 Pulp mills, products

GERMANY—Bleached sulfate pulp on coniferous or deciduous basis; semi-bleached sulfate pulp with a brightness of 55/60, 60/65, 70/75% GE. H. & A. Gratenau (importer, sales agent), 2 Klosterwall, 2 Hamburg 1. WTD 2/69.

SWITZERLAND—All kinds of pulps for paper, paperboard. Stahag (importer, distributor), Attn: Dr. H. Bernhard, Hohlstrasse 489, 8048 Zurich. WTD 1/69.

275 Commercial printing

SPAIN—Pressure sensitive labeling material. Diaz-Plaza, Candelas y Verdu, S.A. (distributor), Eloy Gonzalo 27, Madrid 10. WTD 2/69.

291 Petroleum refining

TANZANIA—Petroleum products such as petroleum jelly (white and amber); white mineral oil; white paraffin wax (fully and semi-refined 54°C); for use in cosmetics industry. Packed in steel drums of approximately 200 kilos. Quote c.i.f. East African ports. Naran Dahya & Sons (manufacturers' representative), P.O. Box 28, Mwanza. WTD 8/68.

307 Plastics products

NETHERLANDS—Plastic panel boxes for installation of electric, electronic switch gear. Exclusive representation. N.V. Internationale Technische Handelsonderneming "ITHO-SCHIEDAM" (importer, distributor, installer), 249 Nieuwe Haven or P.O. Box 21, Schiedam. Attn: Mr. C. de Muralt. WTD 2/69.

329 Abrasive, asbestos, nonmetallic mineral products

NETHERLANDS—Sand and shotblasting materials. Exclusive representation with own inventory for western Europe. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade, or P.O. Box 854, Rotterdam. Attn: Mr. H. van Kranenburg, Gen. Mgr. WTD 2/69.

342 Cutlery, hand tools, general hardware

KOREA—Automobile jacks, mechanical. Request quotations by cable. Kong Je Moolsan Industrial Co., Ltd. (sales agent), I.P.O. Box 2487, Seoul. (Cable: DILIGENTCO, Seoul). WTD in preparation.

343 Heating apparatus, plumbing fixtures

NEW ZEALAND—Gas, oil, coal-fired equipment for both domestic, industrial applications. Engineering Technology Ltd. (engineers, representatives), P.O. Box 667, New Plymouth. WTD 2/69.

344 Fabricated structural metal products

SINGAPORE—Packaged, water-tube boilers, oil-fired or waste-fired, sizes 2,000 to 100,000 pounds/hour of steam. Technical Projects Div., Guthrie Waugh (S) Pte. Ltd. (trading house), P.O. Box 2050, Singapore. WTD 1/69.

345 Screw machine products

NETHERLANDS—All kinds of industrial and automotive fasteners, especially screws, bolts, nuts, brake lining and clutch facing rivets. Agency for Benelux area. B. Findhammer (agent), 84b Julianalaan, Schiedam. WTD 2/69.

349 Fabricated metal products

AUSTRIA—High-pressure valves, pipe fittings for industrial use. Exclusive agency for Austria, East Europe. Ing. Richard Bickel OHG. (selling agent, exporter), Jasomirgottstrasse 6, A-1010 Vienna. WTD 2/69.

351 Engines, turbines

NETHERLANDS—Hydraulic, pneumatic engines, components, accessories. Exclusive representation. N.V. Internationale Technische Handelsonderneming "ITHO-SCHIEDAM" (importer, distributor, installer), 249 Nieuwe Haven or P.O. Box 21, Schiedam. Attn: Mr. C. de Muralt. WTD 2/69.

VENEZUELA—Gas turbines up to 2,500 hp. Servicios Electricos, C.A. "SECA" (sales agent), Edificio Cari, Penthouse, Avenida Principal Boleita Norte, Esquina Calle "B," Caracas, Apartado No. 2339—Caracas. WTD 2/69.

353 Construction, mining, materials handling machinery, equipment

NETHERLANDS—Mechanical handling equipment. Exclusive representation with own inventory for western Europe. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade, or P.O. Box 854, Rotterdam. Attn: Mr. H. van Kranenberg, Gen. Mgr. WTD 2/69.

New developments in marine sector for ocean going merchant vessels, offshore mining rigs. Not interested in equipment for yachts, sporting boats, nor in ship's provisions. Exclusive

distributorship for Benelux countries. Van Dyk Marine Supply Co. (importer, manufacturer, distributor, exporter, retailer), 47 Linschotenstraat, Rotterdam-8. Attn: Mr. J. Gooszen, Gen. Mgr. WTD 2/69.

TAIWAN—Side-loaders. Requests catalogs, price information. Kelly Industrial Co., Ltd. (importer, agent), P.O. Box 22862, Taipei. WTD 12/68.

354 Metalworking machinery

NETHERLANDS—Machine, engineer's, pneumatic tools; measuring equipment. Exclusive representation with own inventory for western Europe. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade, or P.O. Box 854, Rotterdam. Attn: Mr. H. van Kranenburg, Gen. Mgr. WTD 2/69.

THAILAND—Metalworking machines: drilling machines; gear cutting, finishing machines; grinding, polishing machines; lathes; milling machines; punching, shearing, bending, forming machines; metalworking presses; boring machines; automotive wheel balancers, tire changing machines; other metal forming machine tools, including forging machines, riveting machines, die casting machines. Exclusive agency. Catalogs, price lists requested. Damrong Machine Tool Co., Ltd. (importer, distributor), 422-424 Worachak Rd., Bangkok 1. WTD in preparation.

355 Special industry machinery

AUSTRIA—Packaging machinery for food industry. Exclusive agency for Austria, East Europe. Ing. Richard Bickel OHG (selling agent, exporter), Jasomirgottstrasse 6, A-1010 Vienna. WTD 2/69.

FRANCE—Light-duty equipment, machines, accessories for utilization in paper, chemical industry. Requests replies in French. Riudavetz, Claude (sales agent), Lotissement Lascoumes; 40-Mont-de-Marsan, Landes. WTD in preparation.

NETHERLANDS—Foundry equipment. Exclusive representation with own inventory for western Europe. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade, or P.O. Box 854, Rotterdam. Attn: Mr. H. van Kranenburg, Gen. Mgr. WTD 2/69.

SWITZERLAND—Chemical apparatus, machinery, related equipment. Superfiltre Sarl (agent), Grand Rue 32, 1820 Montreux. WTD in preparation.

356 General industrial machinery

AUSTRIA—Packaging machinery, equipment for chemical, pharmaceutical industries. Exclusive agency for Austria, East Europe. Ing. Richard Bickel OHG. (selling agent, exporter), Jasomirgottstrasse 6, A-1010 Vienna. WTD 2/69.

NETHERLANDS—Sand and shotblasting equipment; air compressors. Exclusive representation with own inventory for western Europe. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade, or P.O. Box 854, Rotterdam. Attn: Mr. H. van Kranenburg, Gen. Mgr. WTD 2/69.

SPAIN—Labeling, marking machines. Diaz-Plaza, Candelas y Verdu, S.A. (distributor), Eloy Gonzalo 27, Madrid 10. WTD 2/69.

357 Office, computing, accounting machines

SWITZERLAND—Letter folding, stuffing and envelope opening machines as well as similar equipment. Sistematic AG (agent, importer, distributor), Bernerstrasse 182, 8048 Zurich. WTD 1/69.

358 Service industry machines

SWITZERLAND—Water decontamination, purification equipment. Superfiltre Sarl (agent), Grand' Rue 32, 1820 Montreux. WTD in preparation.

359 Machinery

AUSTRIA—Pneumatic control systems, equipment for industrial use. Exclusive agency for Austria, East Europe. Ing. Richard Bickel OHG. (selling agent, exporter), Jasomirgottstrasse 6, A-1010 Vienna. WTD 2/69.

381 Engineering, laboratory, scientific, research instruments

NETHERLANDS—Industrial, scientific, research laboratory equipment. Exclusive distributorship. Salm & P. J. Kipp & Zonen N.V. Verenigde Instrumentenhandel v/h G.B. (importing distributor), Attn: Mr. Th. Roefs, 642-644 Keizersgracht, Amsterdam. WTD 2/69.

SPAIN—Surveying and drafting instruments, supplies. Diaz-Plaza, Candelas y Verdu, S.A. (distributor), Eloy Gonzalo 27, Madrid 10. WTD 2/69.

384 Surgical, medical, dental instruments

NETHERLANDS—Non-electric medical equipment. Exclusive distributorship. Salm & P. J. Kipp & Zonen N.V. Verenigde Instrumentenhandel v/h G.B. (importing distributor), Attn: Mr. Th. Roefs, 642-644 Keizersgracht, Amsterdam. WTD 2/69.

THAILAND—Surgical and medical instruments, apparatus. Requests catalogs, c.i.f. Bangkok prices. Exclusive agency. The D.T.C. Ltd. Partnership (importer, distributor), P.O. Box 2673, Bangkok. WTD in preparation.

386 Photographic equipment

SPAIN—Photocopying, microfilming, blueprinting equipment, supplies. Diaz-Plaza, Candelas y Verdu, S.A. (distributor), Eloy Gonzalo 27, Madrid 10. WTD 2/69.

Malaysia wants builders for water supply project

The Government of Brunei invites tenders from suitably experienced civil engineering contractors for the construction of the following works: Headworks near Kampong Layong including a river intake and a nearby treatment works; lay approximately 23 miles of 36-in. diameter, 10 miles of 30-in. diameter and 10 miles of 26-in. diameter steel mains; supply and lay approximately 10 miles of 15-in. diameter and 2 miles of 12-in. diameter asbestos cement mains; six 1.0 million gallon, one 0.7 million gallon and three 0.5 million gallon circular concrete reservoirs with access roads totaling 2.7 miles approximately.

These items are to be used in connection with water supply to the Districts of Tutong, Brunei and Muara. Bid deadline is April 8.

Tender documents may be obtained from Binnie & Partners (Malaysia), Mercantile Bank Bldg., Kuala Lumpur, Malaysia upon payment of M$500.00 ($1 = M$3.04) as a deposit.

Checks should be made payable to The Government of Brunei. This deposit will be refunded on receipt of a bona fide tender and/or return of all tender documents in good condition before the tender closing date.

Leads for Importers

Commodities are offered direct unless specified

202 Dairy products

FRANCE—Lactic casein packed in 50 kg bags suitable for utilization by plastic, paper, chemical, other industries; soluble granulated milk "Prolait Flash-Milk", packed in 15 kg waterproof paper bags. Wholesale exportation, direct or through selling agents. Prolait (producer, exporter), 11 Rue d'Inkermann; B.P. 37; 79-Niort, Deux-Sevres. WTD 6/68.

203 Canning, preserving foods

AFGHANISTAN—Dried, dehydrated fruits packaged according to customer's instructions. Cina Ltd. Co. (importer, exporter, wholesaler, agent), Jade Mohammed Jan Khan, Kabul. WTD 5/68.

MOROCCO—Various dehydrated vegetables such as onions, garlic, carrots, peppers. Prices, conditions available upon request. Enerpic (exporter), 10, Rue Bendahan, Casablanca. WTD 2/69.

Wild onions for manufacture of certain chemical products. Samples, prices available upon request. A.E.I. (exporter), 10, Avenue de l'Armee Royale, Casablanca. WTD 7/68.

249 Wood products

UGANDA—Low-priced reed baskets suitable for super-markets; African hardwood curios, novelties. Bhaloo Emporium (exporter), P.O. Box 2498, Kampala. WTD 2/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Perfumes of good quality, principally floral perfumes such as "Violette de Toulouse", in glass bottles, fancy and others, of various sizes and types. Wholesale exportation, direct or through agents. Parfumerie Berdoues Freres (manufacturer, exporter), 131 Route de Toulouse; B.P. 6; 31- Cugnaux, Haute-Garonne. WTD 2/69.

GUATEMALA—Glycerine, refined from fats, analyzed as in conformity with U.S.P. XVI and to American Chemical Society requirements for U.S.P. and C.P. Glycerine. Industrias Kong Hermanos, S.A. (manufacturer), Via 3, 5-42, Zona 4, Guatemala City. WTD 10/68.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Gas transmission network equipment, such as density regulation device of high accuracy designed for gas measurement at delivery points; automatic integrator (optical/electronic) for round charts, improving accuracy up to 1/1000 and time-saving (speed: 90 s/chart); safety device designed for immediate closing of main valve in case of break in gas duct, device equipped with quantitative detector of speed of line pressure drop (dP/dt). Societe Nationale des Gaz du Sud-Ouest (manufacturer), 49 Avenue Dufau; 64- Pau, Basses-Pyrenees. WTD 12/68.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CANADA—Golden Eagle Canada Ltd., subsidiary of United Kingdom-based Ultramar Ltd., reportedly has finalized **plans to construct a 100,000 barrel a day, $70 million refinery** at St. Romauld, Quebec, opposite Quebec City.

Completion is scheduled for late 1970 and a dock capable of handling 100,000 ton tankers will be built prior to completion. This would continue the current trend of constructing large refineries in Canada to achieve economies of scale and greater efficiency.

EL SALVADOR—The International Finance Corp. has announced that it will provide, together with Western International Hotels Company of Seattle, a substantial part of the funds for a **new 224-room, first-class hotel** in San Salvador.

The hotel, to be built and operated by Hoteles, S.A., will be known as Hotel Camino Real. Western International will undertake both development and management responsibilities.

The Camino Real is expected to cost $3.7 million. It will be eight stories high and fully air conditioned. Public facilities are to include one of Central America's largest convention banquet rooms, seating 400 diners, as well as four smaller meeting rooms; a specialty dining room; cocktail lounge; coffee shop; swimming pool and tennis courts. Construction will begin in mid-year with completion scheduled for early 1971.

INDIA—The Government's Planning Commission has approved the Railway Board's **proposal to link all major sections of the country with a broad-gauge track system.**

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Although it will be some years before the project is completed, this will be the first consolidated attempt to solve operational and economic problems posed by a multi-gauge system.

The program contemplates conversion of some 2,000 miles of meter-gauge track to five-foot (broad) gauge. Firms desiring additional information should write the American Embassy, Shanti Path, Chanakyapuri 21, New Delhi, India.

SAUDI ARABIA—According to Hasan Mishari, minister of agriculture, plans and designs have been prepared for the construction of a **plant for the distillation of sea water** with a capacity of 7.5 million gallons per day to provide five towns in the Eastern Province with an additional water supply.

The plant was designed to include three individual water distillation units, each of a 2.5 million gallon capacity

Since funds have been allocated for this plant, it is now possible to start making necessary commitments for execution of the project. This will be in two stages: the first one for the installation of two water desalination units with a total capacity of five million gallons per day to be operating by 1971; this to be followed immediately with the second stage—the installation of the remaining 2.5 million gallons per day equipment, which should be operating by 1972.

TANZANIA—The Government has recently received World Bank, International Development Association and Swedish government loans of $30 million which will permit Tanzania to **rebuild a 310-mile stretch of the Tan-Zam Highway.**

Execution of the project is the responsibility of the Roads and Aerodromes Division of the Ministry of Communications.

Consultants will supervise construction which will be carried out by contractors selected on the basis of international competitive bidding.

The roads are shceduled for completion by 1971 at a total estimated cost of $38 million.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—John R. Davey, senior district architect, State of New South Wales Housing Commission, Mark Foy's Building, 302 Castlereagh St., Sydney, N.S.W. 2000, **interested in design and construction of community housing, private homes and multi-story, for low and moderate income groups.** Mar. 31 via San Francisco for 15 days. c/o New South Wales Center, 680 5th Ave., New York, N.Y. Itinerary: 3/31-4/1 San Francisco, 4/4 Los Angeles, 4/8 Washington, D.C., 4/11, 14, 15 New York.

BRAZIL—Dr. Mauro Cardoso Mourao, commercial director, COMAF—Comercio e Distribuicao de Petroleo S.A., Rua XV de Novembro 184, conj. 1404, Sao Paulo, **interested in importing U.S. petrochemical products and agencies for U.S. oil and lubricant products, and requesting technical information on specialized lubricants, mainly hydraulic oil, metal working products, anti-rust and waterproofing products.** Feb. 20 via Los Angeles for 30 days. c/o Diplomat Hotel, 108 W. 43rd St., New York, N.Y. 10036. Itinerary: Los Angeles, San Francisco, New York, Philadelphia, Houston. WTD in preparation.

DENMARK—E. Normark Sorensen and G. Schuppli, engineers, akts. Thomas Ths. Sabroe & Co., 41 Sonder Alle, DK-8000 Aarhus C., **interested in technical information on industrial engineering, workshop organization and numerical control.** Mar. 16 via Cincinnati for three weeks. c/o The Cincinnati Milling Machine Co., Cincinnati, O. 45209. Itinerary: Cincinnati, Milwaukee. WTD 2/69.

GERMANY—Karl Boehmer, technical manager, Peter Fuehrmann, dir., and Juergen Velton, sales manager, Milchversorgung Muenchen GmbH, 8 Muenchen 15, Bavariastr. 7, **interested in visiting U.S. dairies, other food manufacturers and manufacturers of dairy and food processing equipment.** Mar. 2 via New York for approx. three weeks. c/o Lufthansa, Chicago, Ill. Itinerary: New York, Chicago, Detroit, Boston, cities in Wisconsin, San Francisco, Redwood City, Calif., Washington, D.C., Philadelphia. WTD 9/66 under revision.

JAPAN—Aiji Ohtaka, Shizuoka Shimbun, 46 Koya-machi, Shizuoka City, **interested in surveying Americans' taste in Japanese tea and its import potential in U.S.** Feb. 25 via Los Angeles for five weeks. c/o Japan Trade Center, 727 W. 7th St., Los Angeles, Calif. Itinerary: Los Angeles, San Francisco, Omaha, Chicago, New York.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

Malaysia calls for bids to install, supply plant

The National Electricity Board of the States of Malaya invites bids for supply, fabrication and erection of structural steel, including roof and wall sheeting on prepared foundations for the installation of two 60MW units to form an extension to the present power station at Port Dickson (Contract No. 1901/3). The closing date for submission of formal applications is Mar. 31.

Interested firms should first obtain a copy of the brief description of the contract before submitting formal applications. Copies of the former are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20240.★ (Telephone: 202-967-3602).

New Books and Reports

***The Economic Council and Its Fifth Annual Review*. By Edward Cape. Published by the Private Planning Assn. Montreal. 1969. 59pp. $1.**

The Canadian Trade Committee of the Private Planning Assn. has prepared this commentary on the Economic Council of Canada to give a deeper appraisal than that usually given public documents at the time of their release.

The author believes that the broad strategy of policy must be oriented to an economic forecast for a period of at least three years into the future, and he suggests the setting up of a Canadian Forecasting Centre to do three-year forecasting, which he is convinced can be done with considerable reliability. He agrees with the Council's view that if the government implements an adequate set of supply-oriented policies, full employment and price stability could be achieved together in about five to seven years time.

Write: Private Planning Association of Canada, 757 Sun Life Bldg., Montreal 110, Canada.

***AFIA Guide Pacific*. Published by the American Foreign Insurance Assn. New York. 1967. 20pp. Free.**

This publication, which is still current, covers ten Pacific countries: Australia, Guam, Hong Kong, Japan, Korea, Malaysia, New Zealand, the Philippines, Singapore, and Thailand.

It lists the basic insurance requirements, as well as summaries of the fire, marine, and casualty classes in the individual countries.

Insureds, brokers, or agents may obtain copies from: AFIA, 110 William St., New York, N.Y. 10038.

***The Economy of Greece: 1944-66*. By Wray O. Candilis. Published by Frederick A. Praeger. New York. 238pp. $15.**

Dr. Candilis analyzes economic events in Greece from World War II to 1966. Following a discussion of the effects of the war on economic life, he describes the efforts of successive governments to end postwar inflationary pressures and achieve monetary stability; he also examines the effects of the Truman Doctrine and the Marshall Plan, and evaluates the 1944-52 period in detail. For the 1953-66 period he discusses the balance of payments, the capital market, fiscal policy, emigration, production, inflation, education, association with European Economic Community, and planning for development. Concluding chapters focus on the specific economic problems facing the country today and offer suggestions for continuing growth and development.

Write: Frederick A. Praeger, 111 Fourth Ave., New York, N.Y. 10003.

Pan Am publishes guide to overseas events

Pan American World Airways has issued a free book on overseas events for 1969. The booklet can serve the dual purpose of helping travelers plan an itinerary based on special events, and of making those who have already planned their trips aware of activities they will find on their routes.

The publication lists events by country, in a variety of areas: trade, cultural, sporting, religious, and others.

Pan Am's Book on Overseas Events for 1969 is available from local Pan American agents and from: Pan American World Airways, Inc., Pan Am Bldg., New York, N.Y. 10017.

***Patent Licensing Gazette*. Published by Techni Research Assoc. Willow Grove, Pa. 1969. $32 per year, $5.50 single copy.**

Introduced last summer, this bimonthly publication is designed to promote increased use and worldwide interchange of technological developments. The Gazette features listings of patented technology available for licensing.

The coverage includes a wide range of products, processes, machines, tools, instruments, and other items, listed under the broad classifications of general and mechanical, chemical, and electrical. The publication also includes news notes, articles, and general information on licensing opportunities.

A free descriptive brochure or a subscription is available from: Techni Research Assoc., Inc., Professional Center Bldg., Willow Grove, Pa. 19090.

***Chemicals—Dec. 1968*. Published by the U.S. Department of Commerce. Washington, D.C. 34pp. 40 cents.**

The December 1968 issue of this quarterly publication highlights the chemical industry abroad, particularly in Latin America. The chemical industry in Colombia and Argentina in 1967 is featured, as are plastics materials in Uruguay. A section is devoted to West German trade with Eastern Europe and Red China.

Statistical tables cover economic trends in the chemical and allied products industries; U.S. production of selected organic, inorganic and agricultural chemicals; U.S. foreign trade in selected organic, inorganic and agricultural chemicals; U.S. production and sales of selected plastics and resin materials; and others.

Write: Sales and Distribution Branch, Department of Commerce, Washington, D.C. 20230.

***Solving European Business Problems*. Published by Business International. New York. 1969. $40.**

Reprinted from the Weekly *Business Europe*, this volume points up in detail what countries could, and should, be doing to make the most of business opportunities in Europe, the Middle East, and Africa. It also warns against marketing and legal pitfalls.

It reports experiences of some 150 individual companies in solving problems of setting up and operating throughout the world, both alone and in joint ventures.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

***Asia Aviation Survey*. Published by the Asia Letter Co. Hong Kong. 1968. 68pp. $5.**

A questionnaire was sent by the publisher to subscribers to The Asia Letter, aviation industry executives, and a wide range of businessmen and officials of the travel industry. This Survey contains the results of the more than 2,200 replies received.

Among the questions asked: what airlines operating in Asia were preferred, most efficient airports, type of aircraft preferred, class usually flown, major problems foreseen for the 1970's, importance of fare costs, and others.

Write: The Asia Letter, P.O. Box 54149, Los Angeles, Calif. 90054.

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Calendar *for international traders*

ATLANTA—Mar. 25—Export Trade Symposium, Flemish Suite, Regency Hyatt House, 9 a.m. Sponsors: Commerce Field Office, Pan American World Airways, Small Business Admin., Georgia Dept. of Industry & Trade.

BETHLEHEM, Pa.—Mar. 26—World Trade Club of Lehigh Valley meeting, Holiday Inn East, 6 p.m.

BOSTON—Mar. 27—Foreign Commerce Club of Boston annual meeting, Parker House Roof, 5:30 p.m.

CHICAGO—Mar. 26—Special Interest Seminar on Pricing Policies in International Trade, LaSalle Hotel, 2-4 p.m. Sponsor: Int'l Trade Club of Chicago.

CHICAGO—Mar. 27—In-Office Meeting, Commerce Field Office.

CLEVELAND—Mar. 26—Basic Export Workshop, Conference Room, Greater Cleveland Growth Assn., 10 a.m.

DANBURY, Conn.—Mar. 27—Foreign Trade Class on Financing Export Shipments, Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Danbury Chamber of Commerce.

DAYTON—Mar. 26—2nd Annual International Marketing Seminar, "Opportunity for Newcomers in Int'l Marketing," Kennedy Union Bldg., University of Dayton, 9 a.m.-4 p.m. Sponsor: U. of Dayton.

DETROIT—Mar. 25—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

KALAMAZOO, Mich.—Mar. 25—Western Mich. World Trade Club, Inman's Restaurant.

LOS ANGELES—Mar. 28—Export Expansion Seminar, 9:30 a.m. Sponsor: Commerce Field Office.

MIAMI—Mar. 27—Export Financing Workshop, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

MINNEAPOLIS—Mar. 25—Export Trade Workshop on Locating Overseas Markets & Associates, Room B-29, Federal Courts Bldg., 3 p.m. Sponsors: Commerce Field Office, REEC, Minn. World Trade Assn.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

MINNEAPOLIS—Mar. 27—Export Seminar on Agency Contracts, Rm. B-29, Federal Courts Bldg., 3 p.m. Sponsors: Commerce Field Office, REEC.

NASHVILLE—Mar. 25—Export Workshop on Documentation, Chamber of Commerce. Sponsors: Commerce Memphis Field Office, Chamber of Commerce.

NEW BRITAIN, Conn.—Mar. 26—Foreign Trade Class on Methods of Exporting & Market Potential, and Assistance Available to Exporters, Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce.

NEW YORK—Mar. 24-25—Businessmen's Consultation, **Norman L. Smith, Economic Officer, Bangkok.** Sponsor: Commerce Field Office.

ST. LOUIS—Mar. 27—Monthly World Trade Club/Credit Assn. joint dinner meeting, Henrici's Bel Air West Motor Hotel, 6 p.m.

ST. LOUIS—Apr. 1—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

SALT LAKE CITY—Mar. 26—Utah Export Finance Conference, Ramada Inn, 9 a.m. Sponsors: Commerce Field Office, Eximbank, FCIA, Small Business Admin.

SAN FRANCISCO—Mar. 31-Apr. 1—Businessmen's Consultation, **Paul D. McCusker, Economic Counselor, Djakarta.** Sponsor: Commerce Field Office.

SPRINGFIELD, Ill.—Mar. 25—World Trade Symposium, Holiday Inn East. Sponsor: Dept. of Business & Economic Development, State of Illinois.

STAMFORD, Conn.—Mar. 24—Foreign Trade Class, Introduction to World Trade, Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce, Fairfield County Trust Co.

WESTBURY, N.Y.—Mar. 25—World Trade Club of Long Island meeting, Carl Hoppi's Westbury Manor, 10 a.m.

WICHITA—Mar. 25—Export Development Workshop, Chamber of Commerce, 9 a.m. Sponsors: Commerce Kansas City Field Office, REEC, Chamber of Commerce.

WICHITA—Mar. 25—Export Documentation Workshop, Chamber of Commerce, 2 p.m. Sponsors: Commerce Kansas City Field Office, REEC, Chamber of Commerce.

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